THE CANNING TRADE

THE Journal OF THE Canning AND Allied Industries

ESTABLISHED 1878

1878—FOR 53 YEARS THE CANNED FOODS AUTHORITY—1931

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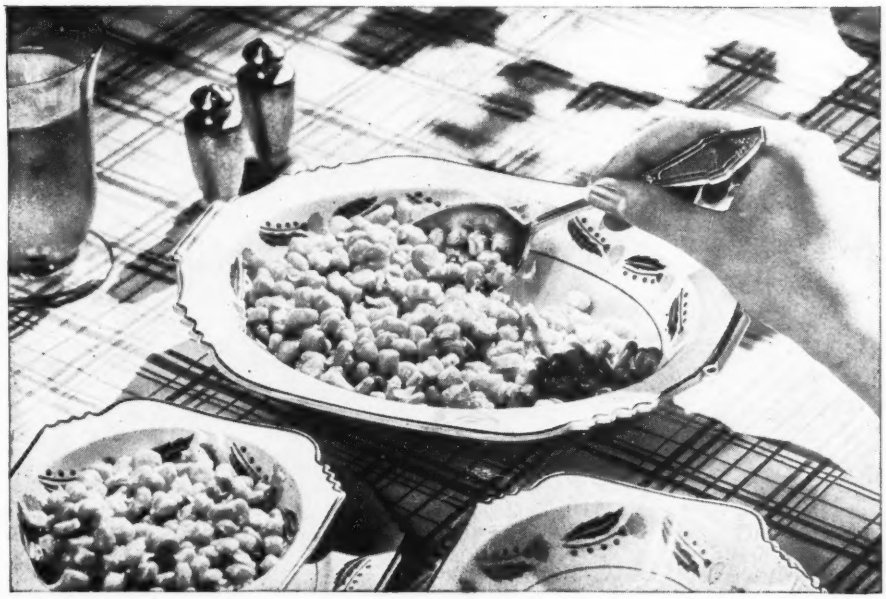
Canned Corn . .

CORN is a vegetable that demands for best canning results, a fertile, well-drained soil, selection and careful grading of the seed, proper fertilization. The successful canner has a knowledge of all these important points. He also realizes the extreme importance of picking the corn at just the proper stage of maturity. Inside his cannery skilled help works further for quality by checking carefully the sorting, cutting, silking, mixing and other details of canning operations—all so important in serving the consumer with a quality product.

And now corn makes another bid for the housewife's favor. Whole grain corn is making tremendous strides. Its method of packing is so different from the packing of creamed corn that the canner starting to pack whole grain should make sure that he has accurate and reliable packing information.

Realizing how absolutely sales of both styles of corn are dependent upon uniformly high quality, the research department of the American Can Company invites specific inquiries on phases of canning that affect quality. If you have a problem get in touch with us.

AMERICAN CAN COMPANY CANCO



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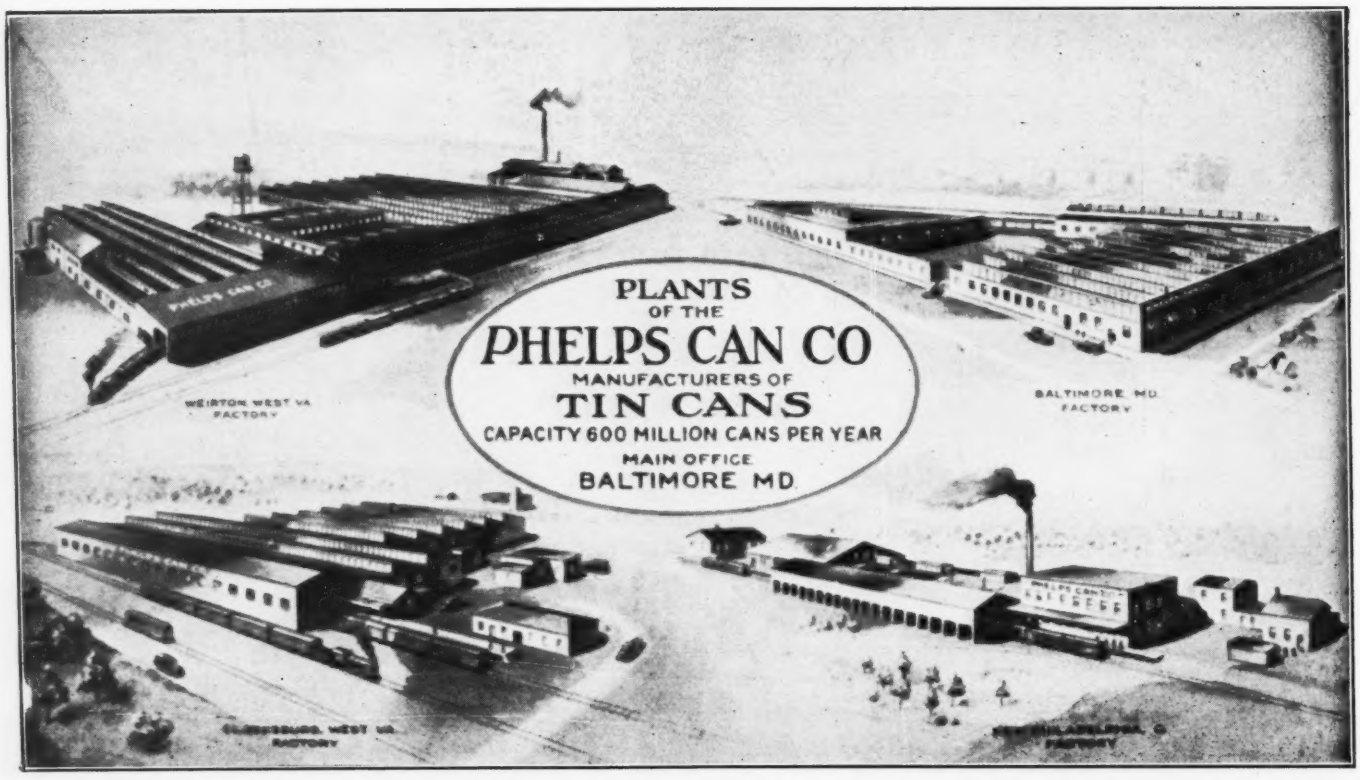

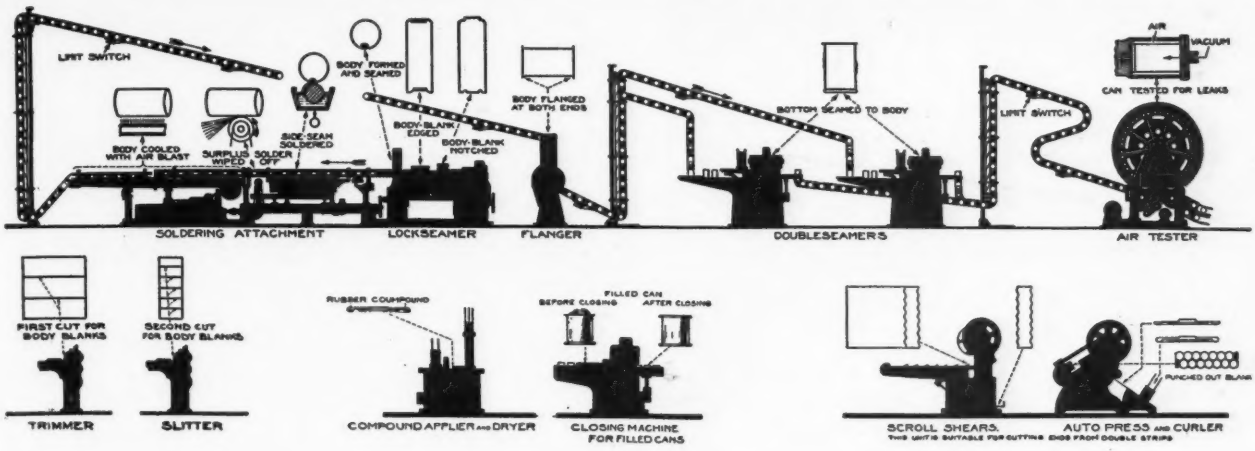

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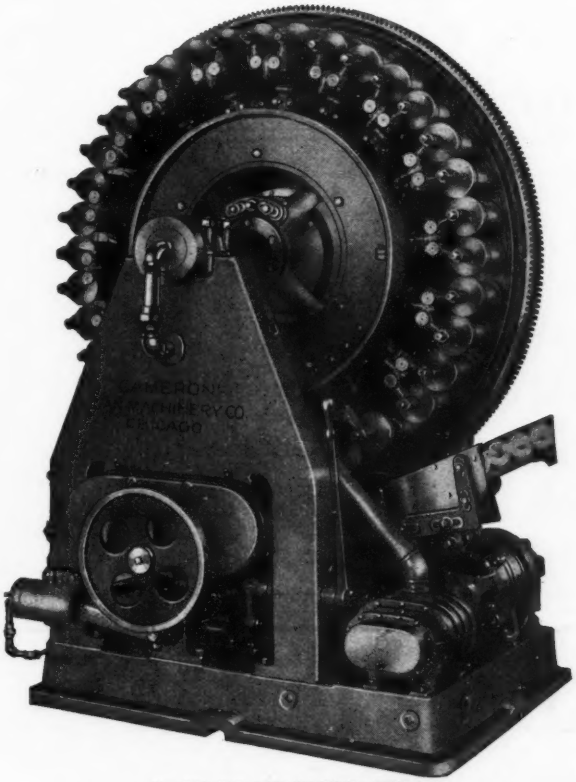

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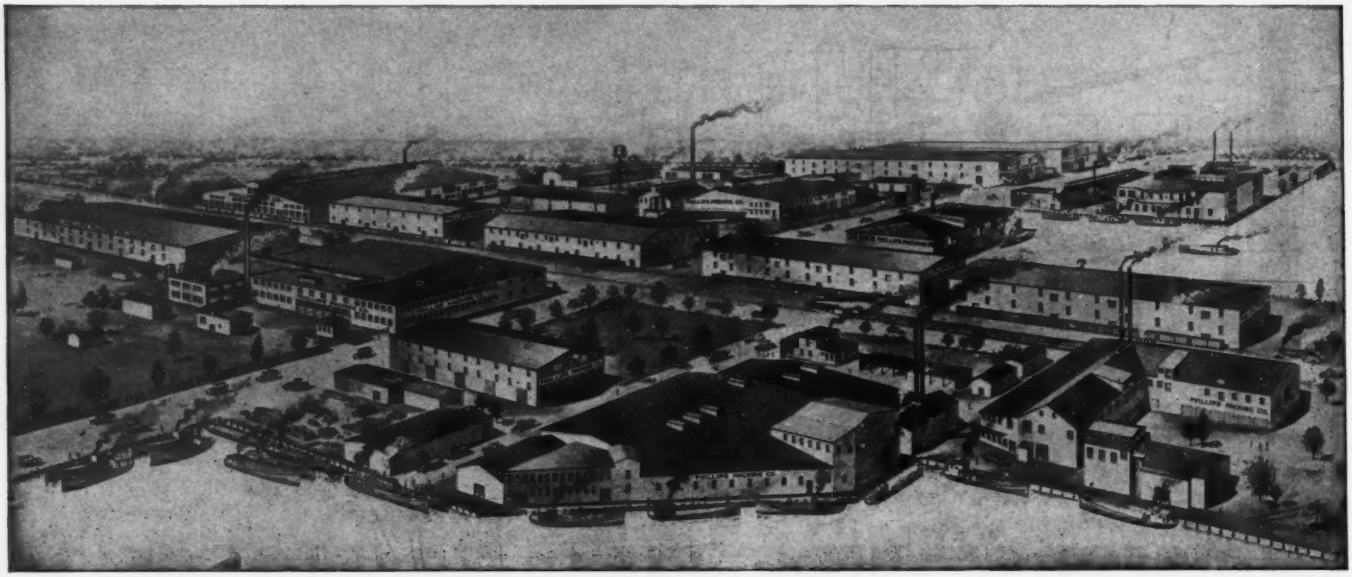

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Manufacturers of Packers Sanitary Cans
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Packers of HIGH CLASS FOOD PRODUCTS
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PHILLIPS SALES CO. Inc.,
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Canned Foods and Canners' Supplies
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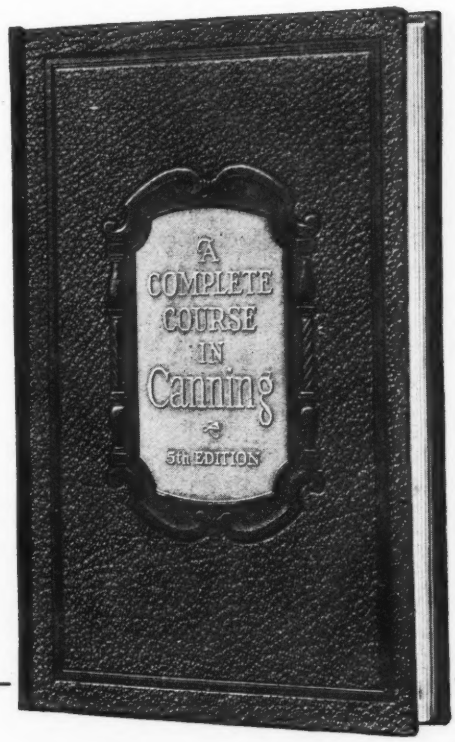
The Standard of The World

A Complete Course in Canning



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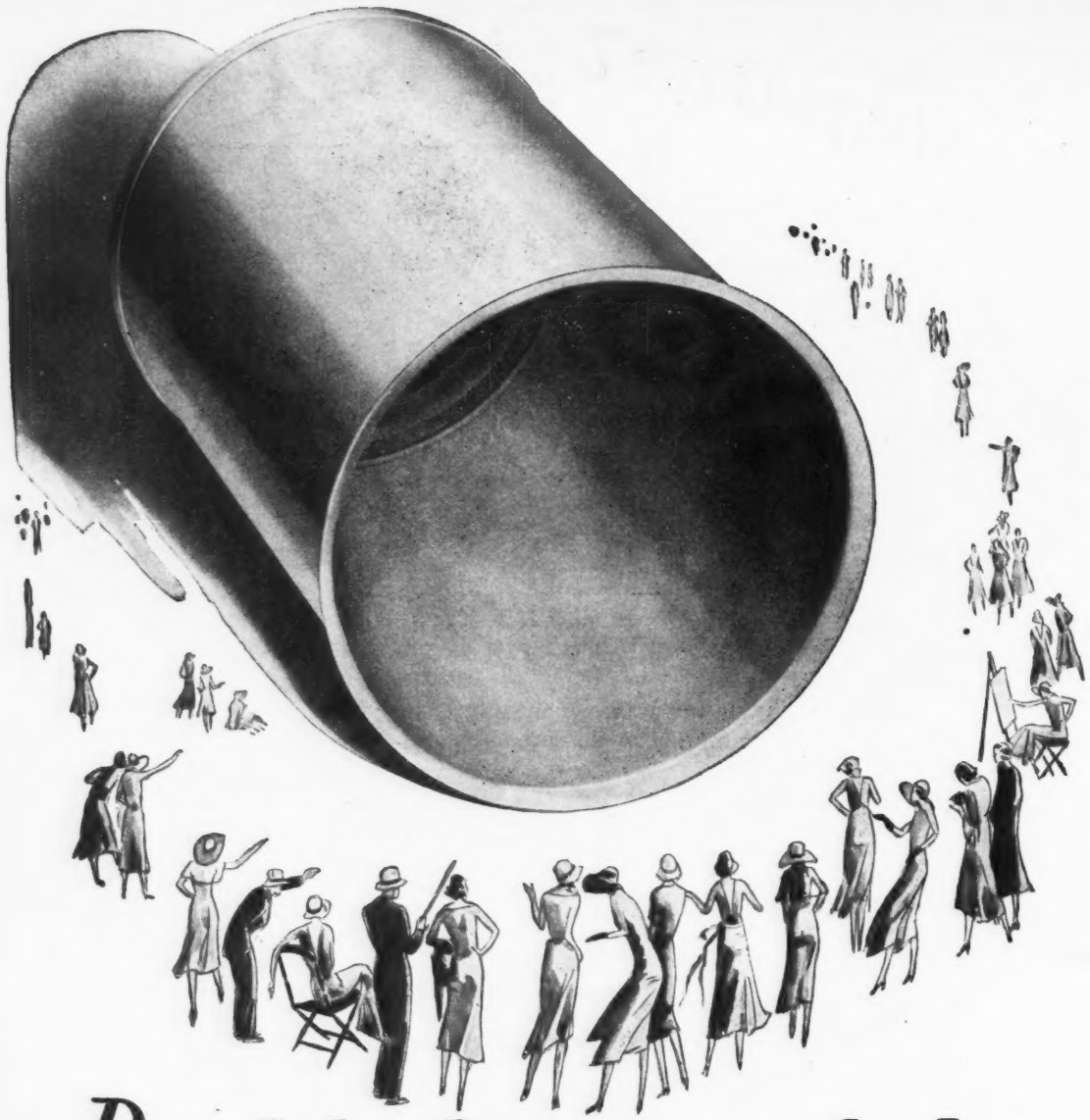

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THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES
Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Foods Packers* of the United States and Canada. Now in its fifty-fourth year.

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Address all communications to THE CANNING TRADE, Baltimore, Md.

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 54 BALTIMORE, AUGUST 24, 1931 No. 2

HARD SLEDDING—Even in the best of years there were always a lot of canners, and not all of them the so-called small ones, who felt it necessary to sell the new-packed goods about as fast as they were produced or, as more commonly expressed, "they had to sell the first car packed before they could pack the second car." In the old days, with good future orders on the books, and the buyers usually anxious for early deliveries, this was not so hard to handle. But an outlet of this kind, this season, is more difficult, to say the least. Banking facilities are difficult, too, if not lacking, and the buyers appear not anxious for any goods.

If this condition existed in good times, and it did, it must be intensified this season, and that ought to bring a warning to those canners who were forced to sell in this manner, and so the market annually witnessed weak price conditions at the opening of the canning seasons. Doubtless there will be more of this this season than ever, and the drive on the market prices may be expected to be heavier than ever. Keep that in mind when you hear that low prices have been accepted on lots of new-packed goods. If you can stay out of the market and not add to this turmoil, you will help yourself and help the market as well. Usually a man does not have to be admonished not to sell when prices are below his cost, but many men become stampeded unless they understand what is happening, and they do not get this view of it, usually, from their advisers. They are merely told that the market is at the low figure, and that if they want to sell they had better hurry up, take the offer and close the deal. That is what is killing the market right now, and will continue to do so, especially if, as the season progresses, the packs seem to promise better results in size than earlier expected. It is a trying time for every canner, but with this knowledge in front of him the way may be easier.

Every article of merchandise is gradually seeking lower and lower price levels, the inevitable result of the business troubles we are in. Canned foods cannot expect to be an exception, and they, too, are gradually settling to lower price averages. But the goods are being packed cheaper this season than for many years, and at the same time the quality is being very considerably improved. Old market students believe that there will be a market for this season's packs, and probably at a small profit; but it now calls for drastic, dogged handling, and every canner will have to do his part.

BOOMING THE CONVENTION—"Sam" Gorsline, the active Secretary of the Canning Machinery and Supplies Association, is now busy trying to stir up his members to make this coming exhibition at Chicago a real live one. He wants to see some individuality put into the booths, so that the attending canners, and prospective customers, will be attracted to the show. He senses that there has come over the Convention a sort of apathy about their big show, and that this important feature of every Convention is being pushed more and more into the background, as if the old show had been put on too often and patronage was falling off.

Certainly big "Sam" is to be commended for this effort, and for trying to restore the show to its old-time high place, giving some chance to the exhibitors for their "white-alley." But he will have to recognize that this is the penalty of playing the same town too often. Yes, we are eating black crow when we say that, because we strenuously advocated the holding of these Conventions annually at the one place. But we reckoned without our host. The canners will not go back to the same city year after year. There were less of them present last Convention and there will be still fewer this coming Convention. It is all right to say that these are business Conventions, and that the canners go there for business, but everyone knows what pure bunk that is. There is a barely discernable trace of business in the canners who go, but that is all it amounts to, unless you include "hope" of selling some good blocks of goods to some hungry buyers.

The nature of these Conventions has changed radically since before the first one held at Chicago. They were originated to get the canners into one big group to discuss their common problems. The machinery and supply men came to display the latest in their wares, a consideration at least as important as any other, and

they constituted themselves the entertainment committee of the Convention. Then came the brokers, the salesmen of the canners, banded into their own association, originally to work with the canners to the betterment of all and the advancement of the industry. At the furthest stretch of the imagination that completes the family of the canned foods industry. But lately there has come upon the scene the great buyers, the wholesale grocers, chain-store men, and others, and as attractive as they may be, like a comely woman entering a stag gathering, their coming has changed the whole atmosphere. From an intent to help solve the problems of the canning industry, it has become a market place of contending sellers and buyers, and bears no slightest resemblance to its old self. The form is still there: general meetings, sectional meetings, even production meetings, where the latest scientific methods are explained and made clear, but the soul is lacking in the quest for "orders."

And what a cruel thing it is to throw these inexperienced sellers, the canners, into the clutches of the most experienced traders and their assistants that the world has ever produced!! Throwing a lamb into a lion's den, or a "peep" into a nest of hawks, would be more merciful in comparison, because their agony would be quickly terminated; but these poor "birds" are picked feather for feather, as they are bandied from one to another, until they might well exclaim with the parrot, after its setto with a cat, "whereinthehell was I when the clyclone struck? They live but to regret their folly and to nurse their wounds.

But to return to the supply men and their exhibit. These exhibits are expensive things, costing from $250,000 to $300,000 annually, and if that expense is to be indulged in again at this Convention, something must be done to make it pay. It has been a hard year for all these interests, and they are not to be blamed if they seriously considered the omission of an exhibit at the 1932 Convention, as they did, but later rescinded the decision and voted to exhibit in deference to the canners. And that is why "Sam" is trying to lay plans now to make this year's exhibit a paying one for his members. We hope it can be done, and all members should co-operate with him in trying for this much-desired result. But the question will not down: Why go to the heavy expense of an exhibit this time?

THANK YOU, BOB—Robert A. Sindall, "Bob," as everybody in the industry knows him; past president of the Canning Machinery and Supplies Association; the "it" of the great machinery and supply house of A. K. Robins & Co., and at present Commissioner of Sports in the City of Baltimore, always thoughtful, always considerate of others, sends us these greetings on the occasion of our most recent birthday:

August 19, 1931.

Dear Mr. Judge:

Permit us to join your many friends in extending congratulations on a birthday, representing an anniversary of which you and your staff may well feel proud; an anniversary celebrating fifty-three years as an allied member of the greatest industry (as we feel about it) in existence today.

During the greater part of the fifty-three years of the existence of "The Canning Trade" my Dad, as you know, was on close terms and always a constant advertiser with your Dad, as also yourself. For thirty-one years it has been my pleasure to enjoy the confidence and friendship of those guiding the destiny of "The Canning Trade," as also to consider you as one of my closest personal friends.

It has always been a pleasure to us to do business with you, and particularly because of the fact that you, in your dealings, have always been straightforward and sincere, and which gives us all the more reason for extending felicitations and expressing the hope that you and yours will be spared for many years, in that the good work that you are doing may continue.

Sincerely,

ROBERT A. SINDALL.

Deductions from the Almanac

By Loren J. Sherff

the well known Certified Public Accountant of Chicago

Do You Know? —

If all the boxes used for the 1929 pack of vegetables and fruits were assembled into ONE BIG BOX (the extra flaps of fibre boxes being thrown away) and various cities of the United States laid in the box in layers, allowing one hundred feet in thickness for each layer, it would be possible to pack the followimg TEN CITIES COMPLETELY IN THE BOX without eliminating any of their present area in any way:

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SAN FRANCISCO, California
BUFFALO, New York
INDIANAPOLIS, Indiana
COLUMBUS, Ohio
PROVIDENCE, Rhode Island
OKLAHOMA CITY, Oklahoma
NASHVILLE, Tennessee
WILMINGTON, Delaware
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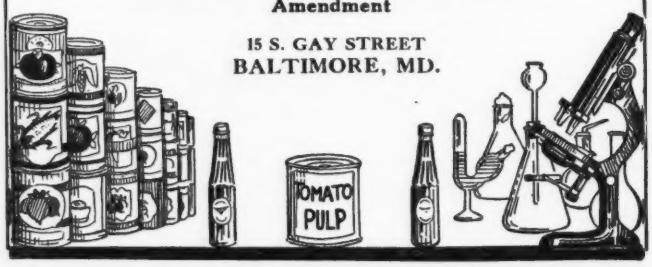

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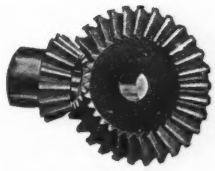
Our equipment includes the most modern and up-to-date gear and sprocket generating machinery capable of producing **high speed** bevel and miter gears.

Quick Deliveries: In addition to a large and varied assortment of stock gears we are in a position to furnish sprockets, gears, and silent gears on short notice. Special attention given to rush orders.

We solicit the opportunity to quote on your requirements in these lines.



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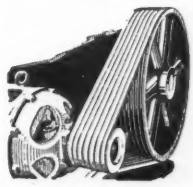

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MANUFACTURERS OF INDUSTRIAL GEARS

BALTIMORE, MARYLAND

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Crop Reports

Condition of Canners' crops as reported direct by Canners. You need this kind of information, and should appreciate its value. Contribute your share and keep this column up to the minute. We urge your co-operation and invite your communication.

TOMATOES

Green Forest, Ark., August 10, 1931—Acreage is 65 per cent of normal year on account of dry weather and insects destroying plants before and after setting in the field. Prospective yield per acre now looks as if it would be cut one-fourth to one-half of normal. At this time it looks as if the yield could not be more than 50 or 60 per cent of normal year, taking the decrease in acreage and the probable decrease in yield together.

Birch Tree, Mo., August 17, 1931—Condition of crop is about 40 per cent. The crop suffered from drought. Contracted acreage was 100 per cent, but only about 50 per cent of acreage set on account of scarcity of plants and dry weather. The fields that were set are not doing as well as they should, as the hot weather caused the plants to drop the blooms.

Marshfield, Mo., August 17, 1931—Acreage 50 per cent less than 1930; crop condition about 50 per cent of average. We cannot have more than 25 per cent of 1930 pack, and if we have an early frost will not have that much. We usually begin packing about August 1st, but it will be September 1st this year, making us at least 30 days late.

Barker, N. Y., August 18, 1931—Vines very large and healthy, but tomatoes are maturing much smaller than last year. Probably will not have any greater yield than last year, when they ran about five tons per acre, which is under normal. Crop is earlier than previous year; we began packing two weeks earlier than 1930.

Webster, N. Y., August 17, 1931—About 60 per cent acreage with crop prospects very good. 100 per cent yield with excellent quality.

Woodstock, Ohio, August 12, 1931—General appearance of crop is fine, although not setting on vines, and if rains continue much longer we expect a very light yield. Acreage planted 50 per cent of normal.

Hungerford, Pa., August 13, 1931—Yield light and quality fairly good. Buying on graded basis under Pennsylvania State inspection.

Nottingham, Pa., August 17, 1931—Prospects are for a short crop.

Union City, Tenn., August 17, 1931—Condition of crop is 65 per cent. From some cause the first blooms dropped off. We usually have about 175 to 200 acres; this year we only have 145 acres. We generally begin packing the last week in July, but this year we will only have the late crop and will not commence until September 1st. We usually pack from 20,000 to 30,000 cases, but we will do well if we pack 6,000 cases this year.

Hyacinth, Va., August 19, 1931—Crops are almost a failure this year in the Northern Neck of Virginia. The average tomato is small and the vines are almost fruitless. It has been said that the entire acreage has been worse than for many years. More than one-half of the canning factories in this section are idle this year because of the scarcity of fruit. They will not average a ton to the acre. All of the factories that are being operated this year are packing their fruit better than ever before. If they do not get a dollar a dozen they will still be in the loss. It takes five baskets of the fruit grown this year to pack one case of standards that will pass government inspection.

Ironto, Va., August 17, 1931—About two weeks late. Acreage cut about 40 per cent from 1930. Vines grew up very spindling and very light setting of fruit. The pack in this section will be less than half of last season. This includes Roanoke and Montgomery counties. There are no offerings from the canners at present prices.

Nace, Va., August 15, 1931—During the past 10 days it has been entirely too wet; showers each day, causing the green tomatoes to rot, and we only look for a crop of 60 per cent of last year's pack.

Fairport, N. Y., August 18, 1931—Our crop looks like a normal yield, although many things can happen before we get them into cans. A small portion of our acreage was hit by hail, but this will not materially affect the tonnage, as the areas are small. We look for a normal crop as to quantity and quality. We have cut our acreage about 30 per cent.

CORN

Verona, N. Y., August 13, 1931—Condition of crop is fine; normal pack.

Victor, N. Y., August 17, 1931—We cut our acreage 20 per cent. Crop conditions are very good, with the exception of the corn borer, which is much more prevalent this year than it has ever been. We expect to start packing the week of the 24th.

Webster, N. Y., August 17, 1931—Looks very promising with some complaint of corn borer.

Lebanon, Ohio, August 17, 1931—Began packing August 10th. Sweet corn average approximately 2.1 tons per acre. Very uneven. We estimate about 75 per cent of normal yield, provided we receive rain about once a week, otherwise our yield will be lower. Quality is fine.

Lebanon, Ohio, August 18, 1931—Very good, although not perfect. Corn is not as well filled as we thought two weeks ago. Yield is off 10 per cent from normal, due to small ears and unfilled ears.

Woodstock, Ohio, August 1., 1931—Never looked better. Promises a very heavy yield, but we are having abnormal rains at the present time, which are flooding some of the fields.

Hungerford, Pa., August 13, 1931—Evergreen Sweet Whole Grain: Looks fairly good. Prospective yield is three tons per acre. Acreage 65 per cent of 1930.

Nottingham, Pa., August 17, 1931—Normal crop in tonnage. Cobs very large and grains short, making cases per ton less than usual.

NEW PACK IS NOW AVAILABLE!

LOUDON'S

TOMATO JUICE

"The Nation's New Drink"

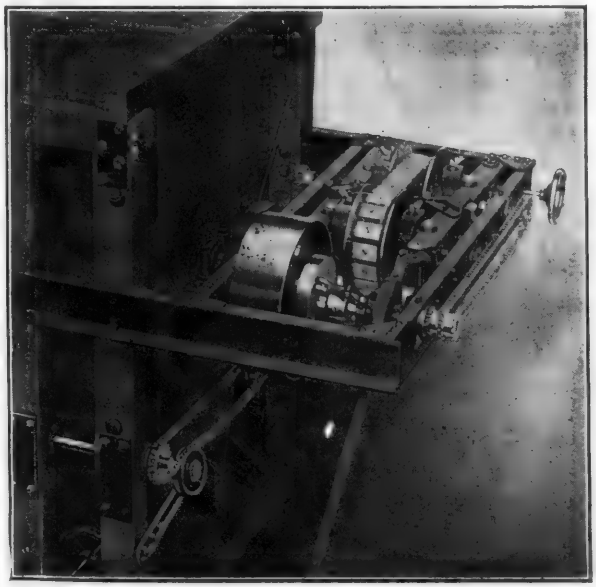
Manufactured by new vacuum process, thereby retaining more vitamines

**Packed in all size cans and bottles,
Either under factory or buyers label**

ALSO PACKERS OF

Fancy Quality CATSUP, CHILI SAUCE, PORK and BEANS, RED BEANS, KIDNEY BEANS, TOMATO SOUP, SPAGHETTI

The Loudon Packing Co., Terre Haute, Ind.



1928 MODEL VINER

MAXIMUM CAPACITY AT ALL BEATER SPEEDS

CONSTANT speed drive to *REEL* thru roller chain and live travellers mounted on *TIMKEN BEARING SHAFTS.*

VARIABLE speed drive to *BEATER CYLINDER ONLY*

Patented March 15, 1928
(REEVES Transmission)

CHISHOLM-RYDER COMPANY, Incorporated

NIAGARA FALLS, N. Y.

MANUFACTURERS OF

Green Pea Viners
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Hamilton, Ontario

The Corn Canners Institute of Urbana, Ohio, under date of August 18th, 1931, reports as follows:

Illinois: Pack 30 to 60 cases per acre, depending on location. Survey would indicate average approximately 50 cases per acre.

Indiana: Pack 30 to 50 cases per acre, depending on location. Survey would indicate yield between 40 and 45 cases per acre.

Iowa-Nebraska: Pack scarcely started. Survey shows slight shrinkage since last report, due to drought, and indications are at least 30 per cent damage, or pack of between 40 and 45 cases per acre.

Maine: No change since previous report.

Maryland-Delaware: Pack just started with 40 to 55 cases per acre. Survey would indicate average of 40 to 45 cases per acre.

Minnesota: Reports on Bantam pack 20 to 33 cases per acre. Other varieties 40 cases per acre.

New York: Crop normal.

Ohio: One report on pack, North Section, Bantam 48 cases per acre; Crosby 24½ cases per acre; however, survey indicates average of 50 cases per acre.

Wisconsin: Estimate pack under 30 cases per acre.

Miscellaneous: Estimate pack 45 to 50 cases per acre.

Number of canners have reported total cases packed, without giving any information as to the number of acres. Report number of acres harvested and approximate number of cases per acre.

We will send "collect" telegraph report to those requesting same twice a week, and report by mail twice a week to all canners, providing we receive sufficient number of reports from the various producing sections to make these reports worth while. If you want information, we would like to furnish you an intelligent survey of production at least twice a week.

The canner who fails to recognize the necessity of packing quality and holding his pack down to the smallest number of cases is simply digging his own grave. The packer that uses starch this year will make a serious mistake and lose far more than he can possibly gain. A nint to the wise should be sufficient.

BEANS

Birch Tree, Mo., August 17, 1931—The crop was almost a failure on account of drought. Only canned 300 cases from 40 acres contracted.

Barker, N. Y., August 18, 1931—Wax: Our yield about 100 per cent greater than last year from the same acreage and quality much superior. Yield about 1.6 tons per acre, which is slightly under normal yield.

Victor, N. Y., August 17, 1931—String beans: We cut our acreage 50 per cent. Our yield is very good.

Woodstock, Ohio, August 12, 1931—Stringless: Almost a failure. Large quantity of vines and little or no beans. Very wet and still raining.

Hungerford, Pa., August 13, 1931—Stringless: Finished packing.

Nace, Va., August 15, 1931—Very little packed in this section.

CABBAGE

Webster, N. Y., August 17, 1931—Condition of crop is fair; acreage about normal.

Fairport, N. Y., August 18, 1931—Cut Wax: We are now running and find the yield per acre is about normal. However, having cut in two our acreage, our pack will be about 50 per cent of normal in the number of cases packed. Quality fair to good.

FRUIT

Harrington, Me., August 12, 1931—Blueberries: Yield about average, but owing to government restrictions pack will probably be around 50 per cent in this section, possibly less. We have just started packing. Some of the factories are not opening.

Webster, N. Y., August 17, 1931—Apples: Prospects not very promising; about 60 per cent normal.

Bartlett Pears: Quantity and quality both poor; about 25 per cent of normal.

Fairport, N. Y., August 18, 1931—Black and Columbian Raspberries: The apparent crop was far from being a bumper one, but weather conditions brought them on so rapidly there were not the berries harvested which we anticipated getting. Would say from 50 to 75 per cent of a normal crop. We have only about one car surplus.

GREATLY INCREASED MILK SALES REPORTED AS A RESULT OF HOT LUNCH PROJECT IN SCHOOLS OF MARYLAND AND NORTH CAROLINA

AN increase of from 25 to 500 per cent in the sale of milk is reported in two counties of North Carolina and two counties of Maryland as a result of the hot lunch project carried on by the Evaporated Milk Association in the schools of these four counties during 1930-31.

Last fall the Association inaugurated this project in an effort to improve the health of the children by the use of milk in hot dishes at the noon lunch period. This was to supplement the lunch brought from home. The work met with an immediate response on the part of the home demonstration agents, county public health and education officials, teachers and the parents, not to mention the children themselves. The project was carried on during last winter in the schools of these counties. Eighteen hundred children were included in the project. All milk and supplies were purchased locally, usually by the Parent-Teacher organizations and other civic groups.

The hot dishes were prepared by the older pupils and 4-H Club girls under the supervision of the teacher. The work was correlated with the regular school activities. In commercial geography, for instance, the milk producing states were shown, model barns were built and factory operations outlined. In the health classes the great value of milk in the diet was discussed, as well as the sanitary methods of production and handling.

Marked gains in weight and improvement in health were reported at the conclusion of the project by the county health officials who weighed and examined the children. The county school superintendents reported less absenteeism for that period as compared to previous years when the hot milk dish was not served.

Planning Cannery—The Del Sur Canning Company, Ltd., of which D. W. Tungate is president and general manager, is planning the erection of a cannery at Stockton, Cal., for the packing of potatoes.

Richard Dole, son of Mr. and Mrs. James D. Dole, of Honolulu, T. H., was married recently to Miss May McManus, of San Jose, Cal., and has taken his bride to Honolulu to pass the summer.

AYARS LATEST MODEL
CUT STRING BEAN and TOMATO FILLER

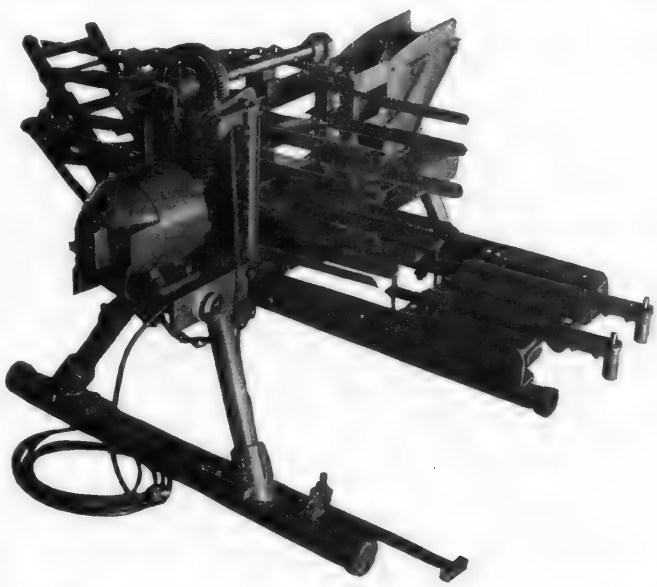
For
Cut String
Beans
Tomatoes
Beets
Cherries
Plums
Etc.

Manufacturers of

Pea & Bean Fillers
Rotary Syruper
Hot Water Exhauster
Liquid Plunger Filler
Tomato Trimmer & Scalder
Tomato Corer
Process Clock
Corn & Milk Shakers
Beet Topper
Beet Grader
Beet Slitter
Beet Slicer
Tomato Washer
Can Cleaner
Can Sterilizer
Angle Hanger
Friction Clutch

AYARS MACHINE CO., Salem, New Jersey

KYLER BOXERS



Do you buy Boxers on the basis of price or value?

PRICE
is what you pay for them.

VALUE
what they pay you.

Equipped with a KYLER BOXER you will find no one can do more in quantity, in quality, or in cost. A little investigation on your part among some of the best canners will convince you.

Manufacturers of
Boxing and Labeling Machines

Westminster Machine Works, Westminster Md.

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

WITH apologies to Edgar Guest, we are now living in a way to "keep down with the Smiths," rather than to "keep up with the Joneses."

It is not only necessary to be thrifty, but it is smart to do so.

The other day I gave a fellow salesman a lift while driving through a small town. At first glance he seemed to be the type in every way. A second look after he was in my car convinced me if he ever was a typical salesman, he was certainly down on his luck. Conversation with him proved I was right in both instances. He has just been making a bare living and nothing more. There has not been enough coming in to enable him to dress as he should and as he realized he should and as he would like to.

After becoming acquainted, I ventured to suggest he could get a good suit of clothes, certainly much more fitted to his work than those he mas wearing, at $22.50. "Yes," he said; "but I would rather pay at least $35.00 and get a suit that would stand up better. Look at this coat; it is in terrible shape now, but send it to the cleaner's and it will come back looking better than any coat from a $22.50 suit possibly could look, but I paid a hundred dollars for the suit from which it came."

I believe him.

The point I make is this: We may be living down with the Smiths now, instead of keeping up with the Joneses, but there will come a time when we will again be keeping up with our neighbors in their food styles and fancies. As a nation we have been accustomed to the best in everything, canned foods included, and as soon as the opportunity is given us again to do so, the best will be none too good.

When that time comes, what about the canner who has prostituted his quality to the only apparent needs of the price situation today?

You tell him! I hate to!

Instead of sacrificing your pack at prices below or dangerously close to the cost of production, merchandise it.

Select a territory near your plant, no matter whether you have any distribution there now or not. Call on the retail and wholesale trade, tell them who you are, what you pack and that you are going to help them build a distribution for it in their market.

Provide yourself with a four-page leaflet describing your pack, telling something about your company and why you are able to pack good canned foods, and why their use in the home will provide change and add zest for any meal. Put in this leaflet several good recipes.

Secure, too, several hundred coupons calling for the holder to buy one can of your pack and receive one free from their retail grocer.

Employ a competent woman to head a crew of house-to-house canvassers. One formerly doing this work for soap companies will suit well the purpose you have in mind.

Thoroughly imbue this lady with your sales story. If possible, have her at your plant even before the packing season begins. Let her see the crops for canning as they are growing in the fields. Let her watch each step in the canning process until she knows as much about the crops you raised for canning, and how they are put up, as any one can learn without growing up in the business.

Then allow her to pick her own crew of lady canvassers for the house-to-house work.

She will impart to them the knowledge she has gained from her time in your plant and factory. She will shape up their sales story and coach them in it.

Now you are ready to begin the active work of your campaign.

Call again on the retail trade of the territory you have selected and sell the grocers a case of your goods as far as possible.

In order to do this most successfully, bear down hard on your sales story of the house-to-house calls you will make with the distribution of the free coupon.

Do not lower the plane on which you expect the housewife to meet your canvassers. This should be one of friendliness and information. Your canvassers are not calling for the purpose of making sales at the time; they are making the visit in order to acquaint the lady on whom they are calling with the excellence and the flavor of your canned foods.

After they have done this, they show their friendliness in the matter by offering the lady of the house a coupon good for a free can of your goods when she buys one.

Some one will say at once, "My, but that will cost too much money for me to even consider." Others will suggest mailing the coupon to the home. Still others say the coupons can just as well be delivered by some distributing organization.

The correct answer to all these suggestions is: No.

Money is wasted every day in price concessions that do nothing toward building repeat business. You shave your price to the bone and below the surface of the bone in order to move stock and some one comes along and undersells you 2½c on the next order and gets the business. That is not saving money; it is wasting it.

Stop and think of the disposition you finally make of the direct-mail advertising matter that comes to your home and your office. Nine-tenths of it goes in the waste basket or furnace, with no more than a passing glance on your part.

The circular stuck in our mail box at home or under the handle or windshield wiper on your car generally blows away to litter up the lawn or landscape. It certainly gets little attention from you.

The PRINCIPLES

Rogers Bros. have exemplified the true spirit of the Progress of the Age. They have been constantly alert to the trend and its direction. Old has been supplanted with new and no standard has been accepted as permanent. The way is never closed to development and improvement.

Rogers Bros. are seeking changes. They are climbing new heights, but quality leads the way and provides the yardstick by which progress is determined.

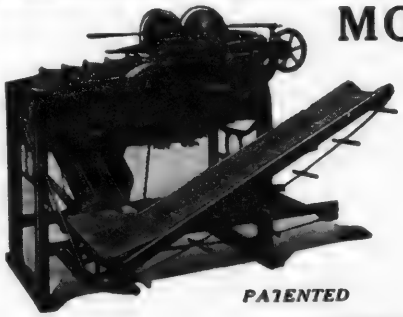
During what is more than a half century of good business, Rogers Bros. have witnessed revolutionary changes and have matched Progress, step for step, but have made no departure from principles of quality which were originally erected. An attainment of the best has been the object and it will ever remain so. Rogers Bros.' quality of 1931 is not different from Rogers Bros.' quality of 1876. *"Blood Tells."*—

Rogers Stringless Refugee

ROGERS BROS. SEED COMPANY

Breeders - Growers

CHICAGO, ILLINOIS



PATENTED

MORRAL BROTHERS

MORRAL, OHIO

Manufacturers of

THE MORRAL CORN HUSKER

Either single or double

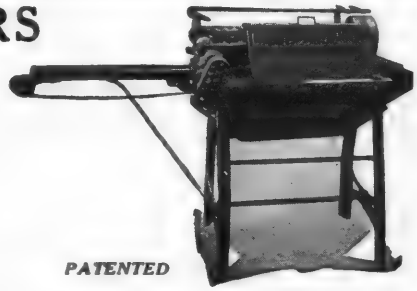
THE MORRAL CORN CUTTER

Either single or double cut

THE MORRAL LABELING MACHINE

and other machinery

It will pay you to write at once for our prices and further particulars.



PATENTED

MORRAL BROTHERS, Morral, Ohio

BROWN BOGGS CO., Ltd., Hamilton, Ontario, Sole Agents for Canada

Adhesive Specialists

If you have any unusually different problems in connection with labeling or sealing, consult our specialists. They will recommend the best adhesive for the purpose, or compound one especially suited to your needs.

Types and grades suited to all operations in the canning industry—for tin, glass, fibreboard, etc. Ask for details, prices, and samples.

The F. G. Findley Co.

Adhesive Specialists **Milwaukee, Wis.**

Having provided the recipe leaflets, coupons and secured and coached your crew manager, and she in turn her canvassing crew, you are ready to start work with but one more step to take.

Write at least three different advertisements for use in the local newspaper. Six would be a better number.

Plan on using about ten-inch four-column space on Friday before you start the house-to-house work and about six-inch double-column space on Tuesday after the work has started.

While canvassing is in progress, call attention in yours ads. to the fact housewives should take their coupons at once to their retail grocer and get their free can of whatever you are introducing.

After the house-to-house work has been finished, leave out mention in your advertising of the coupon feature and concentrate on the flavor, economy and menu-building value of your goods.

Continue these twice a week ads. for at least two months in the height of the consuming season for your pack and run them for four months if possible.

The chances are you will need but little advertising the next season in order to hold and increase the business you will secure by following the general plan outlined.

While following the plan suggested may cost a little more than you expect at first thought, the coverage is ample for the doing of a good job.

After all, that is what will put your lines over with the housewife.

And you can rightfully feel much more proud of business built in this way than you can of a sale at cut prices to a large distributor who may not know you the next time he is in the market.

Merchandise your goods!

Do not sacrifice them!

BLAZE A TRAIL TO TIMBUCTOO

By The American Housewife's Bureau.

EXPLORERS say its a marvelous trip to Timbuctoo. There's the solitude of the Sahara and the mystery of the river Niger — there's barter of gold, ivory, wax, beads and gorgeously woven cloth.

But nobody goes there. The go to the Riviera, Palm Beach, to Switzerland, where everybody else goes.

There are also fads in food. A certain famous cookbook recommends reindeer chops — but how are you going to get reindeer chops, unless Santa Claus brings them to you. Or take prosaic beet tops — they taste better than spinach, but nobody buys beet tops. Most people don't know what to do with them.

The secret of selling foods is to show people what to do with them, how to use them to the best advantage. And then stress the idea that "everybody's doing it." When Chinese canned foods came on the market, one dealer put his stock on the shelves and later reported there was no call for these foods. Another dealer not so far away, turned a spare table into a semblance of Chinatown—displayed a bowl of freshly-made chowmein, from a Chinese restaurant across the way, added a pair of chop sticks, arrayed the various cans in a sort of Wall-of-China fashion around the display and put up a sign "Velly Good." And Chinese foods became a "late-supper" fad among his customers.

Why not open up a cocktail counter for a day and feature your new canned fruit juices. Everone likes a cocktail—it sounds sophisticated and tastes expensive. Yet, actually, it is no more expensive than your morning fruit served any other way, and with the juices ready strained, it doesn't take half the time to prepare that a grapefruit does.

Here is a suggestion for opening up your "bar." Cocktail glasses can be bought at the dime stores, and a dozen or so will be all you'll need. Have some trays and ice cubes handy, and array your canned tomato juice, grapefruit juice, orange juice, sauerkraut juice and all the others at one end of the counter—your bottled juices that you may want to push at the other end. Have some packages of crisp toasted cheese wafers available, and serve a wafer with each cocktail—either plain juice or mixed.

If you are a good "mixer," here are the directions for an excellent Tomato Juice Manhattan: Mix together two and one-half cups tomato juice, two teaspoons male vinegar, one and one-half teaspoons salt, one-half teaspoon Worchestershire Sauce, 10 drops Tobasco Sauce and two teaspoons lemon juice. Chill. This serves six.

What you spend for samples will be amply repaid in quantity-lot orders, once the cocktail fad is started in your neighborhood. Besides, your store will become known as a place where "things are going on."

[Pass this on to your buyers.—Editor.]

PENNSYLVANIA TO BUY CANNERY TOMATOES BY GRADE

Seven times as many acres of tomatoes are under contract to be purchased on a grade basis by Pennsylvania canneries this season as a year ago, according to George A. Stuart, director, bureau of markets, Pennsylvania Department of Agriculture. The total acreage under contract is estimated at 1,500.

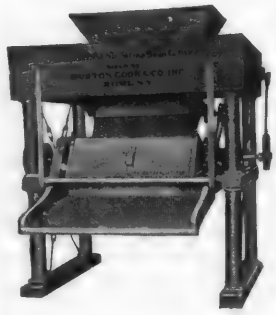
The bureau will place inspectors at 11 plants this season, compared to four in 1930.

"The purchase of raw farm products for canning in Pennsylvania is rapidly being placed on a quality basis," Mr. Stuart states.

"This graded system of selling, enables growers to secure premium prices for high quality goods. Thus, a real incentive to produce the best is provided."

Last year, approximately 44,000,000 pounds of canning crops including apples, grapes, sour cherries, snap beans and tomatoes, were purchased under State inspection.

"Working Points" will give you better results than "Talking Points"



we shall be delighted to have you check the actual efficiency of the TOWNSEND against the claims of any other machine made for the purpose.

Burton, Cook & Co. Inc.

Rome, N. Y.

MICHIGAN LITHOGRAPHING CO.

MANUFACTURERS OF

BETTER LABELS

MAIN OFFICE AND FACTORY
GRAND RAPIDS, MICHIGAN

BRANCH OFFICES
NEW YORK
EDINBURG, IND.
CHICAGO
FINDLAY, OHIO

COLONIAL BOY COPYRIGHTED

Pedigree Seeds

Of course, you know whose seeds these are. We have advertised this slogan for so many years that like our other slogan "Seeds which Succeed" is known by everyone. We can call them Pedigree Seeds as they come from a long line of Pedigreed ancestors, seeds which have been selected carefully for 147 years. If you need any seeds of any variety, of any quantity for this summer or fall shipment or after the 1931 crop, write us and let us quote you.

Business founded 147 years ago.

D. Landreth Seed Company

BRISTOL, PA.

SPEED UP FIELD WORK
WITH

SWING'S 5/8 HAMPERS

Economical manufacturing is best effected by using machinery and supplies that will do the job for which they are designed Best and Cheapest. Swing's 5/8 Bushel Tomato Hampers will start your Tomato Canning Operations right because each hamper is Machine Stitched and is Inspected so that Every One we deliver to our customers will do its job Best and Cheapest. Your inquiry will bring us to see you with samples.

Swing Brothers Inc., Ridgely, Md.

OFFICIAL GRADING SERVICE FOR CANNED FRUITS AND VEGETABLES

United States Department of Agriculture,
Bureau of Agricultural Economics,
Washington, D. C., Aug. 3, 1931.

AS rapidly as practicable, the canned fruit and vegetable inspection and grading service authorized by the last Congress and be made available for the use of the canning industry.

The Bureau of Agricultural Economics will issue certificates of grade to financially interested parties, covering canned fruits or vegetables similar to those now generally used in the fresh fruit and vegetable industry.

Since those certificates are "receivable in all courts of the United States as prima facie evidence of the truth of the statements therein contained," the convenience and value of such a commercial document in effecting transactions is readily appreciated.

The Department will undertake to make this service available in receiving markets of the United States and in the more important producing areas during the canning season. Employees of the Department will be available in 50 important markets of the country for drawing samples.

Certificates of grade will be issued on the basis of representative samples drawn on the basis of one can per 1,000 cans. Thus 24 samples will be drawn from 1,000 cases of No. 2 size cans. Twelve cans will be graded, and twelve cans will be retained under lock and key in the office where grading is done. The stored check sample will be used in event a question arises in connection with the original certification, or in event the buyer desires the Department to compare samples of deliveries with samples originally graded. The check samples will be held until applicant indicates satisfactory disposition has been made of the lot from which the samples were drawn. The samples will then be returned to the applicant at his expense, if he so requests.

Samples may be drawn by the grader or any other employee of the Department of Agriculture, or by the applicant or his representative or by a licensed sampler.

In the absence of a contract for services, the charge for grading and certification will be $5.00 per sample of 24 cans if an employee of the Department draws the samples, plus actual expenses while absent from his official headquarters.

In the absence of a contract for services the charge for grading samples drawn by others and delivered at the office of the grader will be $3.00.

The Bureau of Agricultural Economics will contract to grade large quantities during the fiscal year at reduced rates. Information may be had by writing the Department, indicating the volume on which grading is desired.

Announcement will be made later as to points at which canned fruits and vegetables may be graded. The locations of offices will depend largely upon the volume of business in sight at various points.

Washington will be designated as an official grading station, and this office is now ready to receive samples for grading.

Samples should be addressed to:
Canned Fruit and Vegetable Grading Service,
Bureau of Agricultural Economics,
U. S. Department of Agriculture,
Washington, D. C.

Charges prepaid.

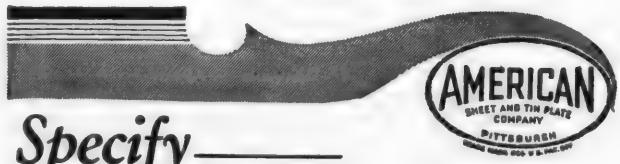
Results of grading will be furnished immediately by wire, charges collect, if applicant requests. Certificate of grade will follow by mail. Additional copies of certificates may be had at the rate of $1.00 each.

The Bureau wishes to again stress the necessity of adequate coding if the industry is to enjoy the greatest benefit from this service. The importance of identifying each lot of canned fruits and vegetables so that the samples from the lot are not only representative but readily distinguishable as such, cannot be too strongly emphasized.

Grading will be in accordance with grades promulgated by the Department for this purpose. Copies may be had by addressing the Bureau. The use of U. S. grade nomenclature in quotations and contracts is suggested as a means of settling disputes between buyer and seller.

Forms to be executed and forwarded with samples to the grading office may be had by applying to the Bureau.

PAUL M. WILLIAMS,
Senior Marketing Specialist.

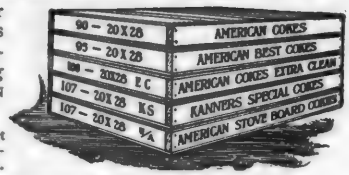


Specify—

AMERICAN
COKE
TIN PLATES

We are producing a superior quality of COKE TIN PLATES specially adapted to the requirements of the canning and packing industry. Demand AMERICAN COKES—the best obtainable.

We manufacture a complete line of Sheet and Tin Mill Products—Black Sheets, Galvanized Sheets, Tin and Terne Plates, Etc.


90 – 20X28 AMERICAN COKES
95 – 20X28 AMERICAN BEST COKES
100 – 20X28 E C AMERICAN COKES EXTRA CLEAN
107 – 20X28 K S KANNERS SPECIAL COKES
107 – 20X28 S/A AMERICAN STOVE BOARD COKES

AMERICAN SHEET AND TIN PLATE COMPANY
SUBSIDIARY OF UNITED STATES STEEL CORPORATION
General Offices: Frick Building, Pittsburgh, Pa.

DISTRICT SALES OFFICES: — Chicago Cincinnati Denver Detroit New Orleans New York St. Louis Philadelphia Pittsburgh
Pacific Coast Distributors — COLUMBIA STEEL COMPANY, San Francisco Los Angeles Phoenix Salt Lake City Portland Seattle Honolulu

US STEEL

Export Distributors—UNITED STATES STEEL PRODUCTS CO., New York City

HAMACHEK IDEAL VINERS

Of all of the mechanical equipment used in a pea cannery none is as important as the pea hulling equipment. The equipment that saves Peas, reduces breakage and permits the satisfactory hulling of peas, when in such a state of maturity as to produce quality canned peas, is of utmost importance. For this reason, Frank Hamachek Ideal Green hulling machinery is playing a very important part in the production of better canned peas.

FRANK HAMACHEK MACHINE CO.
Kewaunee, Wisconsin

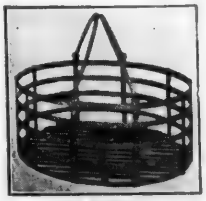
——Manufacturers of——

IDEAL VINERS, VINER FEEDERS, ENSILAGE DISTRIBUTERS and CHAIN ADJUSTERS

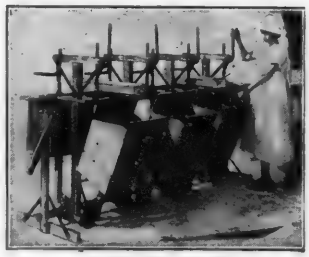
A. K. ROBINS & COMPANY, INC.

CANNING MACHINERY and SUPPLIES

We are manufacturers

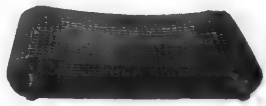


CRATES



BOX SEALERS

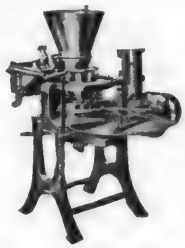
INSPECTION TABLES



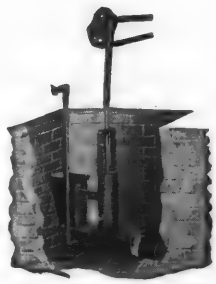
BELTS

RETORT

PUMPKIN MACHINE



NEW PERFECTION PEA FILLER



SKIN PUMP

Write for copy of our new catalog

A. K. ROBINS & CO., Inc., Baltimore, Md.

ROBERT A. SINDALL, *President* HARRY R. STANSBURY, *Vice-President*

LAWS OF SCIENCE GOVERN FOOD PRESERVATION

Enzymes and Bacteria Must Be Inactivated or Destroyed to Prevent Spoilage of Canned Goods.

By F. W. FABIAN, Bacteriological Section
Michigan Agricultural College

NEW problems which require solution are constantly arising in every industry. This is especially true in the food industry. There are so many things that can happen to food before it is finally consumed that it has been necessary to place the whole industry on a scientific basis to insure a minimum of loss and to obtain a high grade product.

Microorganisms, which are enemies of the food industry, are omnipresent and cause far more trouble than any other factor involved. If it were not for them, it would be necessary only to heat food to inactivate the enzymes which are present. The products then would keep indefinitely without being placed in airtight containers. Food could be stored in open jars, crocks, or pails without danger of spoilage. However, the presence of microorganisms makes such storage impossible.

Significance of Enzymes—Few realize the scientific basis for food preservation. Why is it necessary to sterilize food products to keep them from spoiling There are two real reasons. The first one is that it is necessary to inactivate the enzymes present. All foods contain chemical substances known as enzymes which cause food to deteriorate if it is allowed to stand for any length of time. The changes which occur in meat furnish a good illustration of the manner in which the enzymes act. If an absolutely sterile piece of meat is placed in a sterile container and sealed air tight, it will gradually putrefy although there are no microorganisms present. Eventually, all that will be left of the meat is water and the two gases, carbon dioxide and ammonia. The enzymes present in the meat would have completely changed it. This is the part that enzymes have in food deterioration. The conditions which must be present for them to work are heat and moisture.

Role of Microorganisms — Microorganisms are the other reason why foods must be preserved. They unquestionably play the most prominent part in food decay. There are three groups of them to be considered, molds, yeasts, and bacteria.

Molds affect foods with a low moisture content such as grain, flour, and sugar, and such dried foods as meat, fruits, and fish. They send out their long branches, known as hyphae, and are able to live in places where yeasts and bacteria would die. They grow on concentrated foods as jellies and jams. For this reason, it is best to preserve such foods in sealed containers. One of the best ways of preventing mold growth is to exclude the air. Molds cannot grow in the absence of air but start growth on concentrated foods after the seal has been broken and the air permitted to enter. The mold spores have been present all the time but have not germinated because of an insufficient air supply.

Yeasts are minute microcopic plants that cause considerable damage to certain types of food as honey, cider, grape juice, or other fruit juices, and they may spoil such canned fruits as strawberries and raspberries. The conditions necessary for their growth are moisture and heat. They can grow for some time in the absence of air so that its lack is not a serious factor in preventing their growth. They are easily killed by heat, and, for foods properly heated and placed in air tight containers, they present no serious difficulty.

Bacteria present by far the most serious difficulty to the food industry. There are several reasons for this. In the first place, there are disease-producing bacteria which may find their way into food products. While there are disease producing molds and yeasts, they are few in number and are not as common as the disease producing bacteria. It is likewise true that the majority of disease producing bacteria are easily killed by heat. However, there are some kinds of bacteria in food which are extremely resistant to heat. The bacteria which is responsible for botulism, food poisoning caused by the growth of *Clostridium botulinum* in improperly canned or preserved foods, is one of the forms which is resistant to physical and chemical agents. Any satisfactory system of food sterilization should aim to kill *Clostridium botulinum*, the organism which causes botulism, just as any system of effective milk pasteurization aims to kill *Mycobacterium tuberculosis*, the organism causing tuberculosis.

The optimum conditions for the growth of the botulism organism are heat, moisture, a slightly alkaline reaction, and the absence of air. This organism is one of the most resistant forms of life known to science. It has been found that there is considerable variation in the heat resistance among different strains. The resistance to heat of 112 strains of spores, a stage in the life of a bacterium, was found to vary from 3 to 75 minutes at 221° F. Some strains were still alive after being heated five and one-half hours at 212° F., the temperature of boiling water. From this may be seen the necessity of a fundamental knowledge regarding the problems involved in safe canning.

Another type of bacteria universally present in food is the non-pathogenic group. This group contains by far the larger number of species and is responsible for the more common problems encountered in canning. If food is to be kept for any length of time, this type must be eliminated. It must always be kept in mind that food for man is likewise food for bacteria. Nutritious foods like milk and fish are the ones that spoil most rapidly. This is because they are readily decomposable by bacteria.

Type of Decomposition—Several factors determine whether a food will sour, ferment, or putrefy. Acid foods which contain carbohydrates, cider, grape juice and fruit juices in general, usually ferment. This change is alcoholic fermentation and takes place because the ideal conditions are present for yeasts which cause this type of fermentation. Due to their acid content these foods are easily sterilized.

Foods such as milk which have a reaction at or near the neutral point and which contain carbohydrates usually sour because the type of organisms which produce acid flourish under the conditions present in these foods.

Putrefaction occurs in protein foods low in carbohydrates. It is now generally recognized that, in general, bacteria will use carbohydrates in preference to proteins. This is known as the "protein sparing" phenomenon. That is why milk turns sour rather than putrefies under natural conditions.

Necessity for Canning Foods—From this brief discussion, some of the reasons for canning foods to preserve them may be seen. If it were not for the enzymes

BLISS

HIGH SPEED AUTOMATIC CAN MAKING MACHINERY

Dry Package Equipment

We have developed many machines which effect considerable economy in the production of dry package containers of every shape.

Send us your problems and get the benefit of our experience in reducing your production costs.

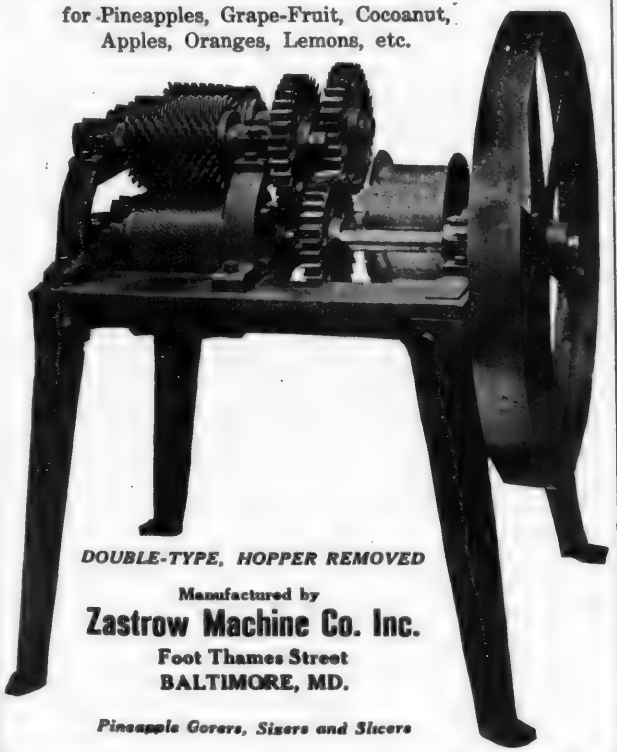
Builders of the 300 a minute line

E. W. BLISS CO. BROOKLYN N. Y., U. S. A.

Sales Offices { Detroit, Cleveland, Chicago, Cincinnati, Philadelphia, New Haven, Rochester

ZASTROW-MITCHELL PINEAPPLE GRATER

for Pineapples, Grape-Fruit, Cocoanut, Apples, Oranges, Lemons, etc.



DOUBLE-TYPE, HOPPER REMOVED

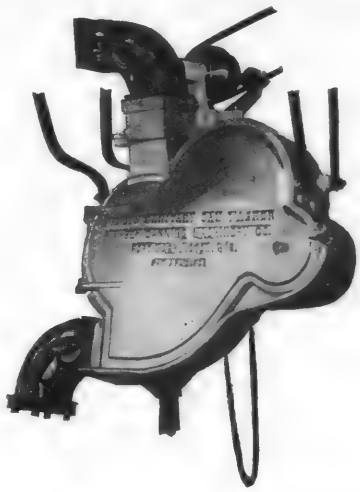
Manufactured by

Zastrow Machine Co. Inc.

Foot Thames Street

BALTIMORE, MD.

Pineapple Corers, Sizers and Slicers



Wash and Sterilize cans Automatically

Hansen Sanitary Can Washers provide the most efficient and economical method of washing and sterilizing cans. The Hansen Washers operate entirely automically, starting and stopping with the filler.

Hansen machines are built for all sizes of cans, and are easily installed in any canning factory. They do not sweat, or leak water. Are conservative in the use of steam and water. Durable, and guaranteed.

Canned foods are only as clean as their containers, Hansen Sanitary Can Washers, clean and sterilize the can, providing a container free from any vestige of contamination.

HANSEN CANNING MACHINERY CORP.

CEDARBURG, WISCONSIN

HANSEN

Hansen Pea and Bean Filler
Hansen Corn Cooker Filler
Hansen Fruit and Vegetable Filler
Hansen Sanitary Conveyor Boot
Hansen Sanitary Kraut Filler
Hansen Quality Pea Grader
Hansen Four Roll Beet Topper
Hansen Automatic Tomato Filler
Hansen Sanitary Gallon Filler
Hansen Whole Grain Corn Cutter
Hansen Chili Con Carne Filler

in food and for the microorganisms that are everywhere present, food would never decay. Fruit would fall from the trees and lie on the ground indefinitely. Vegetables would likewise keep indefinitely. The same is true of meat and other foods. Canning and preservation, therefore, is concerned primarily with destroying these two agents that cause the most serious damage.

Sealed containers are not only necessary to protect food against contamination but they likewise prevent the evaporation of moisture as well as the absorption of moisture which is equally injurious to some foods. Sometimes food placed in cans that are apparently air tight spoil due to the presence of a minute air hole. The reason for this spoilage is two-fold. As previously stated, organisms as molds, yeasts, and some bacteria require air for growth. If the canning has been done properly, practically all the air has been driven off so that these organisms can not grow even though they are alive inside the can. The second reason why such cans spoil is because, as the can cools, a vacuum is formed inside and air is sucked in through the small opening and with it microorganisms which cause the spoilage. It therefore follows that in order for canning to be successful all these factors must be considered. Anything short of this is ineffective and results in a loss. It likewise follows that those engaged in the canning and preserving industry should be familiar with the fundamental scientific principles involved so that they may apply them intelligently.

MEET MR. MAPES

By F. M. Shook.

HAVING followed proper canning practice up to the point of filling and exhausting the cans, we are now ready for sealing, processing and cooling.

Here comes the important feature of proper coding of each can. Codes properly used will be mighty helpful to you in case the eagle eye of Mr. Mapes finds any questionable product of yours in interstate commerce. It would be too bad to condemn an entire car of goods in which a few inferior cans were found and could not be segregated because of lack of proper coding.

Processing now should be confined to that period of time in which heat is directly applied to the cans for the purpose of rendering the contents sterile. A good many canners have been depending consciously or unconsciously on the retention of the heat in the can after it comes from the process kettle or cooker. If the heat is retained sufficiently long it completes the process which was not finished at the time the can left the cooker. This practice is unscientific, detrimental to the quality of the product and softens the tissues of the tomatoes so badly that they break down all out of proportion to what they should in handling and shipping. One of Mr. Mapes' eyes was in the office this morning and commented on this faulty method of processing and cooling. Air cooling is a misnomer. Letting a can set around for hours and hours to cool should be termed lack of cooling. Application of water to the cans immediately after they are taken out of the cookers is the proper method of cooling, which means much to the retention of color as well as solidity of the pack.

One more precaution is necessary. Keep all questionable goods segregated from your regular pack.

CANNING NEWS AND NOTES

What's doing in all parts of the Country. New firms, changes etc.

Asks Damages for Lack of Water—A suit has been filed by the Great Western Canning Company of Delphi, Ind., against the City of Delphi, for damages caused during the pea canning season, when the water was shut off at frequent intervals to make repairs to the water works plant, causing loss of peas and salary paid to employees. The sum asked is $400.

The complaint claims that tons of hulled peas were spoiled and that help for one day was kept standing idle when promises were made by city officials every 30 minutes that the water would be turned on.

Claim for the damages was recently turned down by the Delphi city council.

Incorporated—The Ripley Canning Company, Inc., Ripley, Tenn., has been incorporated with a capital stock of $5,000. The incorporators are J. P. Craddock, B. F. Craddock and L. R. McKnight.

New Cannery Operating—The new plant of M. Schild & Co., at Winchester, Tenn., is now operating on tomatoes. The plant, just completed, is 48x100 feet and has been equipped with the very latest machinery. The company also operates plants at Dayton and Spring City, Tenn.

Fire Destroys Cannery — As the volunteer fire dement of Loveland, Colo., successfully competed in sporting events at the annual Fireman's Convention at Grand Junction, Colo., the Loveland plant of the Kuner Empston Company was destroyed by fire to the extent of $50,000.

Fish Canner Dead—Frank C. Barnes, president of the Barnes Packing Company and the F. C. Barnes Brokerage Company, Portland, Ore., is dead. He was largely interested in the canning and handling of salmon.

Visits S. F. Agents—F. W. Wiegardt, of Weigardt Bros., fish packers of Ocean Park, Wash., was a recent visitor at San Francisco, spending some time with the firm's selling agent in this territory, the Lang & Stroh Co. The firm packs clams and salmon, and also puts up salmon eggs for fish bait.

Operating on Peaches—The Booth cannery at Pittsburg, Cal., has been operating to capacity on peaches from Sutter and Butte counties, with about five hundred workers. The height of the season will soon be passed. J. H. Dempsey is plant manager.

Withhold Dividend—The Hunt Brothers Packing Company, of San Francisco, Cal., has omitted the quarterly dividend on the cumulative class A stock due August 1. In a letter to stockholders President G. H. Bradt said that the company's financial condition was good, and that it had adequate credit with its banks, but that it was deemed to be for the best interests of the company that the working capital be conserved for this season's operations. He said that the buying attitude of the trade indicates that the distribution of the pack will extend over a longer period than usual.

Buys Cannery—The Allied Food Products Corporation has purchased the plant, real estate and equipment of the Garden Valley Canning Company, San Jose, Cal. The latter retains the business, brands and stock on hand.

Water Rate Reduced—A rate of $10.50 a ton on canned pineapple from Hawaiian ports to the Atlantic seaboard, via intercoastal lines from San Francisco and other Pacific Coast ports, has been announced by the Matson Navigation Company. This is to meet the $10 rate named recently by the Isthmian line for shipments direct from Hawaii to Atlantic ports by way of the Panama Canal. While the rate is 50 cents a ton higher, this is offset, in a measure, by the frequent service.

Packing Peaches—The cannery of Libby, McNeill & Libby, Gridley, Ca., is now operating on peaches, but the force is less than half that of former years. A small increase in the working force may be made a little later.

CANNING FACTORIES IN NORTH CHINA

IN addition to the six food canning plants operating in Tientsin there is only one other plant in the Tientsin district of sufficient size and regularity of operation to warrant being mentioned, according to a report dated July 7, 1931, received in the Department of Commerce from Assistant Trade Commissioner Louis C. Venator, at Tientsin. This is the Hsin Chung Canning Company, Ltd., at Changli, a small village in the center of the fruit-growing district near Chinwangtao.

This company has a capital of M$200,000 (about $44,000, U. S. currency) and during the fruit season produced between 9,000 and 10,000 tins of food, mostly fruit, per day, most of this being marketed in Manchuria. The company occupies about ten acres of land and the factory is better equipped with modern machinery than any of the other food canning factories in the Tientsin district.

The fruit is prepared and cooked by simple hand methods, no mechanical conveyor methods or other labor-saving devices being used. However, the company manufactures its own containers and in this department eleven electrically operated cutting, rolling and shaping devices are used. These include two cutting machines, two rolling machines, three lid presses, one rubber lid press and one press mold. All the equipment is of German manufacture. The actual capacity of each of these machines could not be learned but the entire plant, installed by a German engineering firm in Tientsin, was designed for a production of ten thousand tins per day.

The Hsin Chung Company operates only between July and December. Approximately 150 laborers are employed during the working season.

NEW CANNING FACTORY IN THE UNITED KINGDOM

THE National Canning Company, Ltd., the proprietors of Wisbech Produce Canners, Ltd., and owners of the Smedley and Wisbech brands, opened their new £35,000 ($170,000) cannery at Evesham, Worcestershire, on July 3, 1931, according to information received in the Department of Commerce under date of July 7 from Mr. George Southworth of the Office of the Commercial Attache in London. This factory is equipped with the most modern machinery of its type in Great Britain and is one of the five owned by the above company, all of which are reported to be in full operation.

ARTISTIC LABELS
PLAIN.
VARNISHED.
EMBOSSED.
THE
SIMPSON & DOELLER
CO.
BALTIMORE, MD.

AMSCAN
CERTIFIED
SEALING FLUID
"The Golden Band"
Insist on AMSCAN—the perfect Sealing Compound—and be safe.
THE MAX AMS MACHINE CO., NEW YORK

POWDERED APPLE PECTIN
SPEAS-NUTRL-JEL
NEUTRAL IN COLOR AND FLAVOR
Write or Wire for Samples and Prices
SPEAS MANUFACTURING CO.
Kansas City, Mo.
Licensed under Patents 1,645,157, Oct. 18, 1927; 1,655,181, Jan. 3, 1928; Application 166,020 Feb. 4, 1927.

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes – 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.

Kettle Manufacturers . . Established 1876

FOR SALE—

1 Beet Topper, not used since being rebuilt by the manufacturer
1 Beet Seed Drill
1 Beet Grader
1 Old Style Corn Silker
2 Open Process Kettles, 40 x 60
1 McStay Box Sealing Machine
2 Hand dusters for Mexican Bean Beetle
1 Huntley Stringless Bean Grader
1 Reeves Variable Speed Drive, 10 H. P. capacity
1 2-Wheel Cart for carrying process crates.

Address Box A-1825 care of The Canning Trade.

TO COAT—your equipment with C. M. C. means longer life for your machinery as well as a better appearance and half the time of cleaning.

F. H. Langsenkamp Co., Indianapolis, Indiana.

FOR SALE—175 H. P. Triple Return Boiler; 15, 20 and 25 H. P. Steam Engines, Ayars Rotary Fillers and Universal Filler for tomatoes and string beans; Link Belt Peeling Table for 74 operators; Closed Retorts; Process Racks; Knapp Labelling Machine for No. 2 cans; Gravity Conveyor; Monitor-Thomas Scalder; Anderson Barngrover Cooker for 2's, 2½'s and 3's; and Hawkins Hoist.

Scott & Daly, Inc., Dover, Del.

FOR SALE—Two used Kern Finishers. Wood frame, in good condition.

F. H. Langsenkamp Co., Indianapolis, Ind.

FOR SALE—2,000 new 5 gal. cans and caps, lacquered inside and out, 135 lb. plate; also quantity good used cans same description, at attractive prices.

Curtice Bros. Co.,
Rochester, N. Y.

THE BOOK YOU NEED ! !

"A Complete Course in Canning."

5th Edition *386 Pages* *Price $10.00*

Published by THE CANNING TRADE.

Wanted—Machinery

WANTED—1 Baker Double Dump Scalder; also 50 Gallon Jacketed Kettle. Give condition and lowest cash price.

Carty Canning Co., White Plains, Ky.

Situations Wanted

POSITION WANTED—Young woman with twelve years practical experience in field brokerage business is open for position of responsibility. Capable of assuming executive duties, including management and handling correspondence. Have thorough knowledge of judging quality of canned vegetables and have had considerable experience in both buying and selling.

Address Box B-1820 care of The Canning Trade.

POSITION WANTED – As Manager, Superintendent or other responsible position by young man, experienced in handling a full line of fruits and vegetables, tomato products, pulp, catsup, jams and jellies.

Address Box B-1824 care of The Canning Trade.

POSITION WANTED—By man, thirty years old with experience in canning of corn and tomatoes; college graduate in agriculture.

Address Box B-1826 care of The Canning Trade.

POSITION WANTED—By capable man of 20 years experience packing a full line of fruits and vegetables; also a machinist and builder. Will consider most any kind of proposition.

Address Box B-1828 care of The Canning Trade.

WANTED—By a man at present employed, a position either in the manufacturing or sales department of the canning trade, or in the machinery and supply department of the industry; has large acquaintance with wholesale grocers, chain stores and canners; has attained results in all lines of the business. References.

Address Box B-1827 care of The Canning Trade.

Help Wanted

SALESMAN WANTED—To call on jobbing trade, Central, Southern and Eastern territories, selling catsup and other condiments in carloads. Good position for man of high ability.

Address P. O. Box 605, Marion, Ind.

Loren J. Sherff & Company

Certified Public Accountants

112 West Adams Street
CHICAGO

For Pulping Tomatoes, Pumpkins, Squash, Sweet Potatoes, Apples, Prunes, Plums, Figs, Berries, Citrus Fruit, Etc.

The Indiana Pulper

THE outstanding pulping machine of the canning industry—tremendous capacity—minimum waste—maximum yield—greatest investment return.

An operating capacity of 500 bushels of tomatoes or other products of a light, watery texture, is not unusual with this Pulper. In fact it handles the product more rapidly than it can possibly be fed to it so that its capacity is almost unlimited and immeasurable.

The Indiana is so thorough in its action that all material worth saving is saved and the pomace discharged thoroughly dry. The machine is readily adjustable so that when material of poor grade is being run, the desired quality in the finished product may be maintained.

Only the best of workmanship and material go into the construction of Indiana Pulpers. It is highly essential that a Pulper be easy to keep clean and sweet to avoid a high mold count and spoilage trouble. The Indiana is so designed that the screen and frame can be quickly removed for thorough cleaning throughout.

Standard macnines have all contact parts of bronze except shaft which is steel, and hopper, under-pan, hood and screens of copper. Monel metal throughout or other metals readily available if desired.

Let us send you complete information on the sturdy Indiana Pulper as well as other Langsenkamp equipment in which you may be interested. Just clip, fill in and mail the coupon below to

Sprague-Sells Corporation

Division of
Food Machinery Corporation
308 West Washington Street Chicago, Ill.

EXCLUSIVE AGENTS EXCEPT IN INDIANA FOR:

F. H. LANGSENKAMP COMPANY

Sprague-Sells Corporation
308 West Washington Street
Chicago, Illinois

You may send us complete information on the following Langsenkamp equipment:

☐ Indiana Pulper ☐ Improved Brush Finisher
☐ Indiana Chili Sauce Machine ☐ Indiana Colossal Finisher
☐ Indiana Paddle Finisher ☐ Kook-More Koils and Tanks
☐ Langsenkamp Copper Kettles, size.....gal.

Name.....

Address.....

LABELS

—as you like them
—when you want them

We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co. INCORPORATED
MANUFACTURERS OF
LITHOGRAPHED LABELS
BEDFORD VIRGINIA

If you did not use a **Hydro Geared Grader** this year you will not get as much for your pack as you should.

We will be glad to send you a list of users. It will pay you to talk to them.

The Sinclair-Scott Co.

Wells and Patapsco Sts.
Baltimore, Md.

THE 1931 DIRECTORY OF CANNERS

NOW READY

A list of the canners of the United States, compiled by the National Canners Association, from Statistical Reports and such other reliable data. 22nd Edition.

Carefully prepared and up-to-date; lists corrected by Canners themselves; verified by competent authorities. The various articles packed and other valuable information is given. Distributed free to members of the National Canners Association. Sold to all others at $2.00 per copy, postage prepaid. The book that is needed by all wholesale grocers, brokers, machinery and supplymen, salesmen, and practically everybody interested in the canning industry. *Get your order in early*

National Canners Association, 1739 H St., N. W. Washington, D. C.

Personal Checks Accepted

"HEINZ" HAND MADE

Cheaper Tomato Baskets

Three Baskets - Three Prices

We are now making the three following types of ⅝ Baskets.

1. Our famous "Heinz" hand made, heavy hoop basket with 6 cross braces.
2. Machine made, heavy top hoop, galvanized metal, non-rust hoop at bottom.
3. Machine made basket with flat wood veneer hoops.

We are the largest basket manufacturers in the U. S. and our quality is nationally known.

Write for samples, literature and prices.

Planters Manufacturing Co., Inc., Portsmouth, Virginia.

MACHINE MADE

WAREHOUSING

Field and Metropolitan warehousing, the first merging into the latter if desired.

FINANCING

Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

SERVICE

General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
Chicago.

CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts,

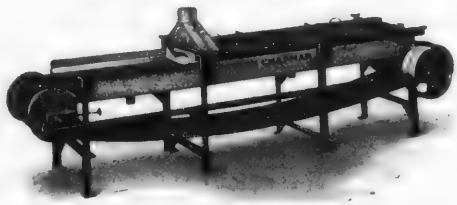
For full information, write us direct or consult your Brokers.

WAKEM & McLAUGHLIN
(INCORPORATED)
225 E. ILLINOIS ST., CHICAGO, ILL.

Just One Of

21

Berlin Chapman Tomato Machines



TOMATO SCALDER

A reserve of capacity with a uniform scald.

BERLIN CHAPMAN CO., Berlin, Wis.

BERLIN CHAPMAN
CANNING MACHINERY
A Single Unit or A Complete Canning Plant

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co., §Harry H. Mahool & Co.
New York prices corrected by our Special Correspondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

	Balto.	N.Y.
ASPARAGUS* (California)		
White Mammoth, No. 2½	.....	3.75
Peeled, No. 2½	———	———
Large, No. 2½	.....	3.60
Peeled, No. 2½	.....	4.75
Medium, No. 2½	.....	3.25
Green Mammoth, No. 2½	.....	3.25
Medium, No. 2½	.....	———
Small, No. 2½	.....	.....
Tips, White, Mammoth, No. 1 sq	.....	3.50
Small, No. 1 sq	.....	2.85
Green Mammoth, No. 1 sq	3.40	3.10
Small, No. 1 sq	2.80	2.70
BAKED BEANS‡		
In Sauce, 8 oz	.46	.....
10 oz	.60	.....
16 oz	.62½	.....
No. 2½	1.25	.....
No. 10	3.35	.....
BEANS‡		
Stringless Stand. Cut Green, No. 2	.65	.70
Standard Cut Green, No. 10	3.00	3.50
Standard Whole Green, No. 2	.....	.....
Standard Cut Wax, No. 2	.75	.....
Standard Cut Wax, No. 10	3.75	.....
Red Kidney Standard, No. 2	.90	.....
Standard, No. 10	4.50	.....
LIMA BEANS‡ (F. O. B. Factory)		
No. 2, Tiny Green	1.75	1.50
No. 10	9.50	.....
No. 2, Medium Green	1.50	.....
No. 10	7.50	.....
No. 2, Green and White	1.10	1.20
No. 10	6.50	.....
No. 2, Fresh White	.90	.....
No. 10	5.25	.....
Soaked, No. 2	.77½	.....
BEETS‡		
Baby, No. 2	1.40	1.85
8-15, No. 2	.....	.....
15-20, No. 3	1.25	.....
Cut, No. 2	.80	1.20
Cut, No. 10	2.85	.....
Whole, No. 10	3.75	4.00
Diced, No. 10	3.90	.....
CARROTS‡		
Standard Sliced, No. 2	.70	1.05
Sliced, No. 10	3.50	.....
Standard Diced, No. 2	.60	.....
Diced, No. 10	3.25	.....
CORN‡		
Golden Bantam, Fancy, No. 2	.....	1.05
Extra Standard, No. 2	.....	1.05
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy, No. 2	.95	.....
Extra Standard, No. 2	.90	.....
Standard, No. 2	.85	.....
Standard, No. 10	.....	.....
Crushed, Fancy, No. 2	.90	.80
Extra Standard, No. 2	1.05	.....
Standard, No. 2	.75	.90
Standard, No. 10	4.00	4.50
HOMINY‡		
Standard Split, No. 3	.90	.....
Split, No. 10	3.00	.....
MIXED VEGETABLES‡		
Standard, No. 2	.85	.....
No. 10	4.50	.....
Fancy, No. 2	1.05	.....
No. 10	5.00	.....
OKRA AND TOMATOES‡		
Standard, No. 2	1.20	1.45
No. 10	.....	.....
PEAS‡		
Petit Pois, 1s	.72½	.....
No. 2 Fancy Sweets, 2s	.....	1.90
No. 3 Fancy Sweets, 2s	.....	1.60
No. 4 Fancy Sweets, 2s	.....	1.40
No. 5 Fancy Sweets, 2s	.....	1.25
No. 5 Std. Sweets, 2s	.....	.....
No. 4 Early June, 1s	.....	.....
No. 1 Std. Alaskas, 2s	1.10	.....
No. 2 Std. Alaskas, 2s	.95	.....
No. 3 Std. Alaskas, 2s	.85	1.10
No. 4 Stds., Alaskas, 2s	.80	1.10
No. 2 Std. Alaskas, 10s	4.75	.....
No. 3 Std. Alaskas, 10s	4.50	5.50
No. 4 Std. Alaskas, 10s	4.25	5.00
PUMPKIN‡		
Standard, No. 2½	.85	———
No. 3	1.00	.....
No. 10	2.75	.....

CANNED VEGETABLES—Continued

	Balto.	N.Y.
SAUER KRAUT‡		
Standard, No. 2	.....	.65
No. 2½	.65	.75
No. 3	.70	.90
No. 10	2.35	2.75
SPINACH‡		
Standard, No. 2	.70	.80
No. 2½	.95	1.15
No. 3	1.00	.....
No. 10	3.00	3.20
SUCCOTASH‡		
Standard Green Corn, Fresh Limas, No. 10	.....	.....
Standard Green Corn, Dried Limas, No. 2	1.30	.....
(Triple) No. 2 (with tomatoes)	1.25	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B. factory	.....	.....
No. 2½	1.05	1.07½
No. 3	1.10	1.20
No. 10	3.75	3.50
TOMATOES‡		
Extra Standard, No. 1	.45	.37½
F. O. B. County	.40	.....
No. 2	.80	.....
F. O. B. County	.75	.....
No. 3	1.10	.....
F. O. B. County	1.00	.....
No. 10	.....	.....
F. O. B. County	3.00	.....
Standard, No. 1	.40	.....
F. O. B. County	.35	.....
No. 2	.65	†.67½
F. O. B. County	.60	.....
No. 3	.90	.....
F. O. B. County	.90	.87½
No. 10	2.75	.....
F. O. B. County	2.60	2.65
TOMATO PUREE‡ (F. O. B. Factory)		
Standard, No. 1, Whole Stock	.35	.35
No. 10, Whole Stock	2.00	2.25
Standard, No. 1 Trimmings	.32½	.....
No. 10 Trimmings	2.00	.....

Canned Fruits

APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	3.75
Pennsylvania, No. 10, water	2.25	.....
Pa., No. 3	1.25	.....
Pa., No. 10, solid pack	4.00	.....
APRICOTS* (California)		
Standard, No. 2½	1.80	1.40
Choice, No. 2½	2.25	.....
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	1.35	1.50
No. 3	.....	.....
No. 10, water	6.50	6.50
No. 2, Preserved	.....	.....
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	1.85
No. 10	6.00	6.25
CHERRIES*		
Standard, Red, Water, No. 2	1.40	.....
White Syrup, No. 2	1.75	.....
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	6.00	.....
California Standard, 2½	.....	2.00
Choice, No. 2½	.....	2.25
Fancy, No. 2½	.....	2.50
GOOSEBERRIES*		
Standard, No. 2	.....	.....
No. 10	.....	.....
GRAPE FRUIT*		
8 oz	.65	.....
No. 2	1.35	1.25
No. 5	4.10	4.25
No. 1 Juice	.85	.....
No. 5 Juice	4.00	.....
PEARS*		
Standards, Keifer No. 2, in syrup	1.05	.....
Fancy, No. 2½	1.50	.....
California Bartletts, Standard 2½	2.40	1.75
Fancy	.....	2.10
Choice	3.50	1.80
Standard, No. 10	5.50	.....

CANNED FRUITS—Continued

	Balto.	N.Y.
PEACHES*		
California Standard, No. 2½, Y. C	1.45	1.50
Choice, No. 2½, Y. C	1.80	1.65
Fancy, No. 2½, Y. C	.....	2.10
Extra Sliced Yellow, No. 1	.90	.....
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	.....
Peeled, No. 10	4.25	.....
PINEAPPLE*		
Hawaiian Sliced, No. 2½	1.80	1.75
Sliced Standard, No. 2½	1.65	1.50
Sliced Extra, No. 2	1.80	1.60
Sliced Standard, No. 2	.....	1.40
Grated, Extra, No. 2	.....	1.75
Shredded, Syrup, No. 10	.....	.....
Crushed, Extra, No. 10	7.50	.....
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.85	.....
Preserved, No. 2	1.70	.....
Extra, Preserved, No. 1	.95	.....
Extra, Preserved, No. 2	1.90	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	3.00	2.65
No. 10s	12.00	9.60

Canned Fish

HERRING ROE*		
10 oz	.75	.....
17 oz	1.00	.....
19 oz	1.10	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz	.....	.....
½-lb. cases, 4 doz	.....	2.75
¼-lb. cases, 4 doz	.....	1.60
OYSTERS*		
Standards, 4 oz	1.00	.....
5 oz	1.10	1.20
8 oz	2.00	.....
10 oz	2.20	2.40
Selects, 6 oz	2.25	.....
SALMON§		
Red Alaskas, Tall, No. 1	3.50	2.35
Flat, No. ½	1.70	2.20
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. ½	.92½	.90
Sockeye Flat, No. 1	3.40	.....
Flat, No. ½	.....	.....
Chums, Tall	.87½	.87½
Medium, Red, Tall	2.00	.....
SHRIMPS§		
Dry, No. 1	1.40	.....
Wet, No. 1, Large	1.60	1.67½
SARDINES§§ (Domestic), per case		
¼ Oil, keyless	.....	†3.40
¼ Oil, Decorated, Keys	.....	†4.15
¼ Oil, Tomato, Carton	.....	†4.40
¼ Oil, carton	.....	†4.40
¼ Mustard, Keyless	.....	†3.45
¾ Mustard, Keyless	.....	†3.05
California Oval, No. 1	3.35	†3.25
TUNA FISH§ (California), per case		
White, ½s	.....	8.50
White, 1s	.....	13.00
Blue Fin, ½s	.....	6.75
Blue Fin, 1s	.....	12.50
Striped, ¼s	3.60	.....
Striped ½s	5.00	6.25
Striped, 1s	9.35	11.50
Yellow, ¼s	4.90	.....
Yellows, ½s	7.80	6.50
Yellow, 1s	14.60	12.50

DURING the canning season, when long trains of cars filled with cans pull away from the Heekin factories—there is a traffic expert who knows where each car is going—how it should go—what towns it passes through and the hour when it will arrive at the cannery. When delivery is urgent, this traffic expert virtually "rides with the car" keeping check on its movement by long distance phone. He knows all the men in the important railroad centers who can help him keep the wheels moving. That is an every day event during the busy season. Can we serve you this year?

You'll find them everywhere..

HEEKIN CANS

The Heekin Can Co., Cincinnati, O.

THE CANNING TRADE
THE Journal OF THE Canning AND Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, AUGUST 24, 1931

WEEKLY REVIEW

The Need to Fully Understand the Changed Conditions. Warehouse the Goods Rather Than Sacrifice—Watch Crop Reports and the Progress of the Packs—It Will Be Slow Selling for All Surpluses.

UNDERSTAND CONDITIONS—Generally speaking the sale of futures in all items of canned foods was lighter this season than ever before, covering a very small percentage of the distributors' requirementts, and in most cases only those special packings bought to cover special brands. That would seem to leave open an unusual amount of free buying as the fall and winter approach, and it does. But if any canner is counting upon closing out the pack he is now making in large blocks, and in short time, as he may have done in many years of the past, we fear he is reckoning without his host, as the buyers will not follow that style this year.

There are several good reasons or this belief, but chiefly that they have not the money, and the banks are dead-set against allowing the buying of any amount of goods, no matter what the price, for long future requirements. In other words, the banks are insisting that purchases be confined to immediate needs, allowing the future to take care of itself and as conditions develop. That means a continuation of the small-lot buying, with the occasional exception of a few thousand cases at a time, but then only when they show a real bargain both in quality and price, and such orders will come from the large chains only. This is not a pleasant picture, but we cite it because we think you ought to understand it and take it into your calculations. It is easily the most serious market consideration now confronting the canners.

And it is being taken into consideration by the largest canners, and by a great number of the smaller, in all sections. Possibly the best organized groups of canners in the business, or maybe we should rather say the group of canners which shows the greatest business ability, is that of the fruit canners of California. They have learned the value of honest reports between themselves, so that each one knows what is being done in this line of canning; they have cleaned up the dark corners, out of which used to crawl the uncounted cases which served to break the market and upset market knowledge and confidence. These canners see that this season's packs must be marketed in this slow, over-the-year style, and they have prepared for it. They know that the packs will be eaten, but that they must be patient and ready to carry the goods until wanted in the small lots mentioned. And if they must do this the canners of all other products may expect to be forced to the same action. This change has been gradually coming over the industry for some time, but now conditions have forced it into universal use. And that means an almost complete change in the financing of every canner's business.

Fortunately, there are warehousing facilities at the disposal of the canners better than ever before, and these should be resorted to. But there is another factor which must also be taken into consideration: in figuring your costs and pricing your goods you must take into consideration this deferred sales item, the carrying charges and all that goes with this. In other words, the price now set upon your goods, even those for immediate delivery, should be high enough to cover the pack until finally cleaned out. It means a rather considerable advance over old-time basic prices for canned foods to cover this carrying charge. Out of this will come uniform prices for the goods over the year until the next pack. Some canners are already guaranteeing their prices at least until well into next spring.

This may come as an entirely new idea to many canners, but it is not a mere theory, it is working now.

THE MARKET—Actually of more importance to every canner, right now, than today's market prices or conditions is the condition of the pack as it progresses and its probable outcome. Read the crop reports and study them, and watch how things are going. And send us your report. A wide exchange of definite reports is invaluable now, but don't expect

the other fellow to make reports and you keep silent.

Beans—New York State is about the only section where the string bean crop is coming through anywhere near normal, and there the acreage was heavily cut. Other sections were caught by drought, heat and whatnot, and the bean pack promises to be far short of last year's light output; but the carry-over and the pack will probably give all wanted. So those who can still can them will do well to go slow and keep quality up. Prices remain low, at 60 to 65c for standard cuts.

Lima beans are coming through fairly well again on a reduced acreage. There has been some buying of this item, and the market is holding well at quoted prices.

Beets—The overproduction last year, especially of poor quality, hurt this item, and moreover canners must figure that this item lists among the luxuries, and luxuries are not popular just now, nor will they be. The acreage was cut heavily and the pack will be much lighter, but it will be large enough, with no incentive to add to it. No. 2 cans of standard cut beets are quoted here at 80c, but there is a wide variation in actual prices, especially of old packed beets.

Carrots might be written down as beets, except that standard 2s sliced are quoted at 70c and diced at 60c.

Corn—The rumor market has been very busy with corn, and prices far below our quotations have been made, and not merely in report. The crop, despite damage by heat and drought, is better than is good for the canners. The Corn Institute reports low cut per acre, as you will see under the crop reports, but recent rains and cooler weather will help the ultimate, and also cut down the amount of hard corn which would have been discarded this year as unfit for canning. Golden Bantam and some of the fancier corns have been harder hit by the weather than the old standbys, and prices may improve. Standard crushed corn is quoted down to 75c and has sold at 65c. Unless the quality is kept high, and unless all signs fail, standard corn will move to lower prices than we have had for some years. Let doubtful fields go to seed rather than put them into cans, and you will profit.

Peas—The resistance of the pea canners to lower prices on the short pack is beginning to have effect. The drive for cheap peas has about cleaned them out, and the buyers have finally come to a realization that there was truth in the crop damage story. Peas are firming up without change this week in our quotations.

Spinach—This item was quiet this week, for there is such a deluge of fresh vegetables of all kinds on the market, and at low prices, that it is being overlooked. It will have its innings later.

Tomatoes—The pack is on in nearly every section of the country, though the Ozark region, due to climatic conditions, is dependent upon its late tomato crop, and will not begin heavy operations until after September 1st. Other sections promise a quite good crop on a reduced acreage. This section has had numerous rains and they have hurt rather than helped. Tomato fields have become buried in grass and weeds, and this does not tend to improve yield or quality. Ohio and Indiana are in fine shape, as is Utah, and California, with a heavy carryover, is going to touch them lightly this year. Prices at present are shot to pieces by forced offerings by canners who want to run the next carload. No. 2s have broken below 60c, despite a vast improvement in quality over previous years.

A word of warning would seem to be necessary to the tomato juice packers. There has been a great increase in the number packing this splendid item this season. It may be overdone, especially as regards quality. It is not an easy article to produce rightly, and unless the quality is fine it will be left on the packers' hands. Watch your step, for "experience" is a hard teacher.

NEW YORK MARKET

By "NEW YORK STATER."

Special Correspondent of "The Canning Trade."

Considerable Irregularity in Prices of Several Packs Has Led to Rather a Hectic Market—The Majority of Orders Have Been Almost Exclusively "Spot" Covers —Weakness Has Developed in Several Lines

New York, August 20, 1931.

IRREGULARITY IN PRICES—Considerable irregularity in prices of several packs, coupled with a drop in buying interest here, has led to rather a hectic market as far as any price stability is concerned. As usual, buyers are backward about making commitments on a declining market. The majority of orders have been almost exclusively "spot" covers, and it appears as though buyers are irretrievably aligned with this comparatively new system in the market.

Weakness has developed in several lines which had previously been thought to be firmly established, with these declining prices having a bearish influence on the market. Sentiment, at the moment, is almost entirely bearish in the Street and buyers hold that there is no justification of any other attitude.

Canners themselves have contributed to this bearish attitude by cutting prices on several packs recently where, despite the fact that no advance was possible, there was every reason to believe that the market could have been sustained at its then current levels. It took but a few of the "cut-rate" offerings to radically alter this situation, however.

Salmon—The low levels set in the tentative opening prices for pinks and chums, which have been generally accepted at formal opening prices here despite some talk of withdrawals, is credited with playing an important part in the market's irregularity. The low prices, instituted by two of the larger factors in the field and attributed to a dispute between them, forced other canners to meet this level to hold their customers. Consequently sales made at these prices barely cover the actual cost of production.

The irony of the situation lies in the fact that buyers, again falling back on their theory of holding clear of a declining market, are not booking orders in the volume anticipated. Buyers hold that if prices have gone this far, it will eventually be possible for them to cover their requirements at still lower prices. And there is little in the present situation to indicate that they are not right.

Tal red Alaskas were offered at $2.35, Coast, during the week, as compared with an opening price of $3.10 last year. Sockeye prices are expected shortly and will likely open at $2 for halves, $3 for talls and $3.25 for flats, according to salmon distributors here.

Corn—Is another pack that is suffering from price easiness. Tri-State corn, which opened at 80c, has successively sold at 77½c and 75c recently, and this week sold at low as 72½c on a large order. Prices show little sign of strength, while the Maine pack shows but little

more. Sales of Golden Bantam have been made at 95c in one instance, as compared with the recent opening of $1.10. Business, on the whole, is but of routine nature, with "spot" predominating.

California Fruits—While some of the small independent factors continue to offer fruits at the low prices which prevailed before the recent posting of the formal prices, the major packers are continuing to maintain their posted prices and apparently intend to hold the market firm until the independents run out of "bargain offerings." Routine movements of some of the established brands continue fairly active, but little business with the exception of replacement buying is noted.

Tomatoes—New-pack Tri-State standard No. 2s have slumped off, being offered here at 62½c to 65c, following the slump in market activities. Dispatches from the Ozarks say that canners there, if forced to by continued unprofitable prices, will close their canneries now and take a loss, rather than complete the pack and risk a larger loss later in the season. However, buyers continue to believe that they will not have any trouble in covering their needs and carry out their faith in this belief by offering low prices and refusing to stock up even at the low levels now prevailing. California tomatoes weakened during the week, sliding off to 82½c for standard No. 2s and $2.60 for 10s, Coast.

Sardines—While Maine packers have started their season, the new pack is expected to be greatly curtailed. Many packers have run into financial difficulties, and a disappointing run of fish in many localities, coupled with the virtual monopoly of the domestic market by Norway sardines, indicates that the packers will not pack this year with little or no market demand for the finished product.

CHICAGO MARKET

By "OBSERVER,"
Special Correspondent of "The Canning Trade."

Buying Suited to Consumer Eating—Corn Prices Little Easier—New Tomatoes Show Improved Quality—Tomatoes Strengthening—Finally Believe Pea Damage Stories—Buyers Sitting Tight on California Fruits.

Chicago, August 20, 1931.

HOPEFUL—Business seems to progress in a fair spirit of hopefulness; very little anticipatory purchasing, but with the feeling that current spot business practically represents spot consumer needs, the trade has become reassured that the public has not quit eating by any means, except it is increasingly evident that demand for fancy goods will continue to be much reduced during the prevalence of present conditions.

Corn—Timely rains generally prevailing throughout the growing area have been sufficient so as to now practically insure a crop, and production is getting under way this week; quality will run good, with most packers leaning toward a little heavier pack in the can than formerly. Also an avoidance of much of the tough stuff sometimes accepted in previous years.

Prices are a little easier than they have been, but the largest buying interests seem to most of them to be still marking time.

Tomatoes—Production of new crop is getting under way in all states; early packed samples as seen around usually show a nicely filled can, and there is evidence of much more care in peeling and avoidance of green tomatoes. Apparently we are going into a time when the trade is never again going to be able to get by with poor type, watery tomatoes. The public will quickly learn this fall how good tomatoes can really be, and former loose standards of quality will no longer be countenanced.

From many districts reports indicate that the crop will be late. With a season thus shortened, and generally reduced acreage, there is a latent strength in canned tomatoes which the trade has failed to recognize. Prices continue at present unchanged, but there may be a scramble within the next few weeks which will put prices up, and if these advances are not overdone the new prices should hold, as tomatoes are now too cheap.

Peas—Everybody is becoming reconciled to the real facts of a crop disaster this year, and purchasing is in somewhat better tone recently. Buyers have had so many crop scare stories fed to them from all quarters that there was considerable hesitancy in accepting the really serious condition in Wisconsin.

We are also told that big interests in the East have snapped up a large part of the desirable peas in that district.

Several local jobbers are planning aggressive work in the cheaper districts on sale of a properly labeled soaked pea at a cheap price. This is no doubt one of the years when such a product should be popular.

California Fruits—Most buyers continue to sit tight and refuse to cover much beyond immediate needs. It now remains to be seen whether buyers can outstay the situation and force declines they are wanting or whether big finance interests are going to back up the producers in an attitude of firm price maintenance. Everybody is watching developments with much interest; there is much of sound reason to support both buyers' and sellers' viewpoints, but they have got to get together ultimately.

Chicago Conditions—Sellers who are looking for big results from this market in the next six months must not be overoptimistic. Farmers have not enough money to do any fancy spending, and, while nobody anticipates any acute suffering, it is going to be a period of careful trading all along the line. We are probably on the upgrade, but do not expect miracles.

OZARK MARKET

By "OZARKO."
Special Correspondent of "The Canning Trade."

Cool, Rainy Weather—Canners Holding Prices Above Eastern Prices—Futures That Are Accepted Specify Prompt Delivery—The Pack Depends Largely Upon the Late Crop, and That Is Now Very Uncertain—Last Year's Pack and This—Increased Pack of Tomato Juice—Very Few Beans Held.

Springfield, Mo., August 20, 1931.

WEATHER—The average temperature throughout the Ozarks during the past week has been about 8 degrees below normal; this is quite unusual. There has been more or less rainfall during the past week. In fact, more than was needed in so far as the fields of tomatoes are concerned. In the early fields of tomatoes the rainfall will likely result in the

loss of more or less fruit which is almost ripe. In the late set fields the rains have probably washed the blossoms from the vines, and there will be no fruit form.

Sales Spot Tomatoes—Just a few cars sold in the district last week, same consisting of No. 303 tins 60c, No. 2 standards mostly 65c, and No. 2½ standards 90c to 95c.

Offerings of Future Tomatoes—Generaly speaking, the offerings are limited, for canners realize that they must depend largely upon the fruit which will be produced from the late set fields, and the vines in these fields show very little fruit at the present time. The canners in the district who seem willing to confirm a limited business on future tomatoes are holding their prices about as follows: No. 1 standard, 10 oz., 42½c dozen; No. 300 cans, 14½ oz., 57½c dozen; No. 303 tins, 16 oz., 60c to 65c dozen; No. 2 standards, 65c to 70c dozen; No. 2½ standards, 90c to 95c dozen; No. 10 standards, $3.25. We might add that on what sales that are being made for future delivery canners are particular to specify for shipment as soon as packed. Readers of the market letter should not take it for granted that every tomato canner in the Ozarks is willing to take orders or future tomatoes at the range of prices mentioned, as there are a goodly number of canners who prefer to wait and make sales of their packs of tomatoes after the fruit is in the cans. This class of canners plainly state that it is doubtful if they could break even on sales of future tomatoes at the range of prices above mentioned.

Tomato Crop—Our latest reports from a number of experienced canners located in different parts of the Ozark packing district are quite discouraging so far as the probable tonnage yield per acre of tomatoes this season. Every canner who has reported is frank to state that canners must depend upon tomatoes that will be packed from the late set fields, and the vines in these fields have very little fruit set on at this time. Numerous canners have stated that they will not be packing any tomatoes whatever until after the first of September, and they expect very light piece day runs up to about the 20th o September. Canners generally seem to realize that there are many hazards that may arise before the end of tomato canning season that would likely prove disastrous to the canners who confirm sales of future tomatoes at prices at which sales can be made at the present time.

Probable Tomato Pack—The best canners in the Ozarks today are estimating the probable pack of tomatoes this canning season at about 50 per cent, based on the acreage actually set with plants. If this estimate proves true, it is a foregone conclusion canners in the Ozarks will not pack a sufficient number of cars of tomatoes this season to supply the demand that will come from the jobbers who buy all their canned tomatoes for shipment from the Ozarks.

Last Year's Pack—In order to refresh the memory of interested parties who may read this market letter, we will mentiton that according to statistics last vear's pack of tomatoes in the Ozarks totaled 3,617 carloads, and practically the entire season's pack is out of the hands of canners at this date. We have questioned a number of experienced canners as to their estimate of the probable pack of tomatoes in the Ozarks this year, and the average estimate figures about 2,000 carloads.

Tomato Juice—A number of canners in the Ozarks who packed tomato juice last year will also pack juice this year, and perhaps on a larger scale than that of last year. There seems to be a rapidly growing demand for tomato juice, which has become extremely popular as a food drink, as well, also, as seasoning and soups.

Tomato Flavor—Due to the fact that the grading of tomatoes under the Mapes law makes the matter of flavor one of great importance, practically every canner in the Ozarks will put salt in his cans of tomatoes this year. Canners have learned that the use of salt in a can of tomatoes is very necessary in order to bring out the best flavor of the fruit.

Sleeping Buyers—We heard a broker say the other day that the reason there is not a more active demand and sales of future tomatoes was because most of the jobbing grocery canned foods buyers were still asleep, with their feet on their desks. This broker further stated that he supposed these buyers would continue to "slumber" until a short pack of tomatoes is an assured fact, beyond a question of a doubt, and prices on canned tomatoes had advanced, and said buyers would then come into the market and pay the advance in prices, and this would likely result in still further advance in prices and bring the business of the tomato canner back to a basis where the canners might be able to break even, or probably make a little profit. If any of these "sleeping buyers" happen to read this Market Letter, they might take a "tip" from what we have stated.

Green Beans—We have no report of any sales of new-pack cut stringless green beans during the past week. Canners' holdings are so limited that canners really prefer to wait and market what few beans they are holding now along with their tomatoes later in the year. Just a few canners in the district have light fall acreage of beans from which they hope to pack in a limited way beans of a quality that will be of the very best.

Peaches—Fresh peaches are being marketed in carload lots from various points in the Ozarks, but prices are ruling extremely low. In just a few localities canners are packing some peaches with the expectation of marketing same in nearby districts, but we have not been advised of any prices having been named on these canned peaches. In some localities peaches are being canned just for local consumption, which means that most families in the Ozarks will have an ample supply of canned peaches to run them throughout the winter months.

Grapes—Carload shipments continue to be made from different points in the Ozarks in baskets under refrigeration; the principal variety is Moore's Early. The recent rainfall will undoubtedly prove of material benefit to the crop of Concord grapes, which will be ready for marketing soon Grape growers have reported that the quality of their Concord grapes will be strictly first-class in every respect.

Conditions in Rural Districts—Farmers in all parts of the Ozarks now feel sure of a splendid corn crop and fine fall pastures and, generally speaking, every farmer will have considerable food products to store away for use during the coming winter and spring months of next year. There will not be as much fall plowing, as farmers generally will not sow any winter wheat. Regardless of the low prices that are ranging at present on practically all farm products, and including the surplus stocks the farmers have marketed at the same time. general conditions with the farming element at this date are a vast improvement over the conditions with the farmers at this same time last year.

General Business—We see no material improvement in business in general throughout the channeds of merchandising. It is quite easy to observe the low sale prices on all kinds of commodities. The particular article of food which continues entirely too high in bakers' bread. While the price of wheat ranges from 30c to 50c per bushel, according to locality, the price of the average size loaf of bread remains at 10c each, when this same loaf of bread was sold at 10c when the price of wheat averaged $1.25 per bushel.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

We Are in the Right Business, But It's Possible That We Are Not Working in the Right Direction—Shrimp Canning Season Opened August 15th—Three Alabama Shrimpers Burned—Two Men Seriously

Mobie, Ala., August 20, 1931.

WE are in the right business, but it's possible that we are not working in the right direction. A German scientist has just published an article on his research work in China, which relates to diet.

He says that Chinamen live almost entirely on vegetables; they have a low blood pressure and apparently they don't have much "pep," hence the impression is conveyed that Chinamen take life easier than any other nation. He discovered that the strict vegetable diet is largely if not entirely responsible for this, because he points out that Chinese students in America who have changed their diet and eat meats, etc., the same as American people, assume the same physical characteristics as the Americans.

This and other scientific discoveries go to show that a mixed diet is best adapted to the human being, and there is no industry that can offer greater help to acquire this good physical condition than the cold storage and canning industries.

There is absolutely no excuse for any one in the United States not to live on a mixed diet the year round, because whenever nature stops producing certain kinds of foods,account of being out of season, then the cold storage and the canning industries furnish them in a frozen and canning state. You can get deliciously prepared meats, chicken, fish, oysters, shrimp, turnip greens, stringless beans, fruits, etc., in cans from your grocer, no matter what the temperature is, nor the weather conditions are, and you can get fresh fish, shrimp, crabs, etc., in season and out that have been kept in their natural freshness by the modern freezing process and all sold at very reasonable prices, particulary the canned foods. Therefore, these two industries are contributing more to keep the country heathy, pepped up and happy than any other, yet it is very little known and hence very little appreciated.

This being the case, it is very evident that what these two industries need is plenty of publicity to bring the true facts before the public, because it seems that heretofore this has been generally neglected.

Shrimp—The shrimp canning season opened in this section on August 15th, and the shrimp boats of Alabama, Mississippi and Louisiana have departed in search of the crustaceans. However, they must have found them plenty scarce, because up till now no reports of any catches have been received. Nevertheless, it is possible that the stormy weather in the Gulf of Mexico which has made the waters of the bays very rough may be the factor that has interfered with the catches.

Reports from Washington, D. C., say that the two tropical disturbances that have been threatening this coast are no more to be feared, because the first one is now off the coast of Mexico, near Tuxpan, and the indications are that the storm will move inland over Mexico. The new disturbance, which is of moderate intensity, was reported in the Atlantic off the extreme east coast of Haiti, about 1,300 miles from Mobile, and the local bureau said this will probably move east of Mobile.

The weather has now settled considerably and it is hoped that shrimp will show up on this coast. However, the factories will hardly get any shrimp to operate this week.

A good many of the shrimp boats in Alabama have been hired for the annual "Deep Sea Fishing Rodeo," which is taking place this week, and none of these boats will go shrimping until next week.

The price of shrimp is $1.60 per dozen for No. 1 large, f. o. b. cannery.

Three Alabama Shrimpers Burned—The engine of the shrimp boat "Dixie Belle," which had been giving considerable trouble, is believed to be the cause of the explosion which occurred on this boat while she was moored near the ice plant in Bayou La Batre, Ala., and which accident happened about 10 A. M. Tuesday, August 18, 1931.

The explosion is attributed to the back-firing of the engine. Capt. Harry Garrett, part owner and master of the "Dixie Belle," and Harvey White, of Tuscaloosa, Ala., were seriousy burned from the waist up and were brought to the Mobile Infirmary, Mobile, Ala., for treatment. A third person, Levert Seamon, of Bayou La Batre, who is part owner of the boat, also suffered slight burns, but other men, members of the party that had rented the "Dixie Belle" to take them out fishing in the Deep Sea Rodeo, escaped by jumping overboard. The three men that were injured it was said were in the hold of the boat making repairs when the accident occurred.

The flames quickly spread to all parts of the 35-foot boat and in a few minutes after the explosion took place the "Dixie Belle" had burned to the water's edge.

A brother of Captain Garrett was drowned off the "Dixie Belle" about two years ago. The brother went out shrimping alone in the boat and the boat was found drifting in the bay the following day with no one aboard and the brother has not been seen since.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Buyers Slow to Learn That There Will Be Little or No Surplus Packed This Year—Peach Crop Running Short of Expectations—Fruit Small, Owing to Excessive Heat—Large Part of Pear Crop Running to Small Sizes—Fig Canning Growing—Half Pack of String Beans—First Peach Butter Leaves for Charitable Institutions in the East

San Francisco, August 20, 1931.

SLOW—It is evidently taking some time for the trade to fully appreciate the fact that a change has come over the canning industry and that packs will not be made that cannot readily be marketed

and at a profit. As far as California is concerned, reduced packs are being made this year in almost every line. In some instances, canners themselves have deliberately held the pack down, as with spinach, asparagus, apricots, peaches and tomatoes, with Nature assisting more or less through the medium of drought and an unprecedented hot wave. In some cases canners would have made a larger pack had fruits and vegetables of high quality been available in larger quantities, but there is no bemoaning the fact that packs have been curtailed. Nor have prices on lines that are short been advanced to any appreciable extent. The public is expecting canned foods at modest prices and will get them. Despite the curtailed output, buyers are holding off the placing of orders to cover even moderate requirements, probably in the hope that prices may be beaten down, but an unusual firmness is in evidence here and the talk in canned food circles is more along the line of advances to cover the cost of warehousing, insurance, interest, and the like. A marked improvement in business is anticipated at an early date, however, when the full facts of a light pack will have been more fully appreciated.

Peaches—While this year's crop of peaches is an extremely large one, the drought and hot weather has taken its toll and the tonnage of No. 1 peaches is proving much smaller than was estimated early in the season. Large quantities of peaches will be permitted to go to waste, but comparatively little No. 1 fruit will be included. Several weeks ago canners decided upon a pack of 9,000,000 cases, arranging to purchase all surplus No. 1 fruit from growers to equalize the loss. Now it seems rather doubtful if sufficient fruit of the desired quality can be secured to make this pack. The fruit has ripened early and has not reached proper size, making it difficult for canners to put up the desired pack of the choice grade, with Melba halves in small supply. The plan of uprooting orchards that do not make a proper return to growers, except under abnormally prosperous times, is going ahead in good shape and a total of from 10,000 to 12,000 acres is expected to be signed up.

Pears—The packing of pears has started in California, with canners paying rather more for fruit than was anticipated, since the Eastern market for the fresh fruit has held up so well. In addition, the crop both here and in the Pacific Northwest, is proving smaller than early estimates. Likewise, a larger part of the crop is running to the smaller sizes. The California Pear Growers' Association recently set a price on No. 1 pears for canning purposes, grown in the Ukiah and Hopland districts, at $30 a ton. This is a higher price than was named for fruit grown in other districts. The fruit from these two districts ripens a little later than fruit grown around San Francisco Bay or in the Sacramento river region.

Figs—While figs are not a major fruit crop in California, the canned pack has been gaining steadily in favor in recent years and is commencing to assume considerable size. This year's crop has been affected quite noticeably by the drought and the output cannot be a large one. The fruit that is being harvested is of good quality and growers are receiving a better price than has been the case in the past.

Beans—The string bean crop at San Jose, Cal., has been damaged by the heat and the pack promises to be about one half that of last year. Growers are receiving good prices, but many are not making a profit, owing to the light yield. Lake County beans are reported to be in rather better condition.

Peach Butter—The first carload shipment of peach butter, containing 1,300 cases of six gallon cans of butter made from undersize peaches, and representing the initial effort of the year by the Economic Conservation Committee of America to prevent loss of surplus fruits, left San Francisco recently on its way East for use by charitable institutions. The shipment started on its journey with ceremonies presided over by Mayor Angelo Rossi and Alice Gentle, famous San Francisco soprano. The Economic Conservation Committee plans to conserve surplus crops, as far as possible, by supplying staple fruit products to institutions financed by taxation or contributions. The committee operates on a non-profit basis.

Lowered Freight Rates—East-bound carload rates on canned foods, dried fruits and beans from Pacific Coast ports to the Atlantic seaboard have been reduced 5 cents per hundred pounds by four of the largest lines plying out of San Francisco. The rates are now identical with those quoted by the smaller, or so-called "B" lines, and it remains to be seen whether the cut will have the effect of causing the smaller lines to make a further reduction. Shippers agree that the slashing of rates will either hasten the reorganization of the intercoastal conference, or will have the effect of precipitating a rate war. Of late the smaller lines have been getting the bulk of canned food, dried fruit and bean business.

A New Sugar Recovery Process—Considerable interest is being shown by canners and sugar interests in the new process of controlled fermentation developed by H. deFine Olivarius, chief research chemist of the California Packing Corporation, who returned recently from the Hawaiian Islands, where a successful demonstration was made of the process bearing his name. Vice-President A. W. Eames was not willing to comment on the process, which he says is not perfected, but says that there might be an announcement to make in the near future. Reports from Honolulu indicate that the Olivarius process crystalizes out about 50 per cent of the hitherto "unrecoverable" sugar in waste molasses. At present, the California Packing Corporation buys refined sugar in San Francisco and ships it back to the Hawaiian Islands, where it is reconverted into a liquid state for use in making syrups. This is made necessary by the fact that while the Hawaiian Islands is a heavy producer of raw sugar, little is refined there. Many efforts have been made in the past to develop means of extracting more sucrose from molasses, but all have proven too costly. The Corporation is believed to have in view the production of syrup at a lower cost for use in the packing of pineapple.

Appointed Agents—The Boradori Company, of San Francisco, has been made selling agent in Northern California and Nevada for the Utah Canning Company, of Ogden, Utah, packers of fruits and vegetables. W. J. Boradori is making a trip to Ogden to complete the arrangements for handling the line and to map out a selling campaign.

What Canned Foods Distributors are Doing

HOLDS SUPREME COURT WILL UPHOLD DECISION ON INDIANA CHAIN STORE TAX LAW—Country-wide public sentiment against the chain store is rapidly mounting, and despite arguments advanced by the proponents of the chain store method of distribution, will continue to increase, spurred only the decision of the United States Supreme Court upholding the constitutionality of the Indiana progressive chain store license tax, Congressman Celler declared last week.

This opposition to chain stores has gained such momentum in the past few months that some comment and explanation seems to be in order, he continued.

Retail merchants, already aroused by chain store competition are now encouraged in their fight to curb this alleged threat to their business by legislation by the recent decision of the Supreme Court upholding the Indiana tax measure.

"It has been said in some circles that this decision, on rehearing in October, may be reversed," Mr. Celler said. "I emphatically disagree with this view. It is not likely that the five distinguished Justices of the Supreme Court — Hughes, Holmes, Brandeis, Stone and Roberts—will reverse themselves in such a short period of time. Volte-Face is not usual to them. The Supreme Court will not reverse in October a decision made in May."

Chains can and must be curbed by the strong arm of the Government, he continued. "There is much at stake. Their growth may mean great economic gain for some but the social and spiritual loss to the Nation in throwing out of business thousands of independent merchants is too great. At the present rate at which the chains are advancing (there are now over 200,000 chain store units in the country) they will control almost 50 per cent of the country's retail distribution in less than ten years.

"The independent baker, butcher, confectioner, hardware man and druggist are well worth saving. The grocer is moribund. Shall the others also walk the plank? What prospects are held out to youths whose fathers are grocers and butchers. They can not take their fathers' places. They can not open any new stores. Go to any new suburb and see how the chains preempt locations long before the population arrives. Those sections are barred to the young men and in the city, a young man would not dare open a shop with the Great Atlantic and Pacific Company across the street, a Bohack's store on one side and a Reeves' establishment on the other. Thus the grocer's son knows he hasn't a chance for his white alley. He can only be a number, a robot, an order taker or a store tender in a great chain store company."

Chains, Mr. Celler charged, are making us a nation of clerks and are robbing young American manhood of opportunity. "We pride ourselves on our independence in thought and in action, he said. That is the cause of our success in democracy. What independence has a man in Kansas City or Kalamazoo whose job depends on the whim and caprice of an executive sitting in a swivel chair in the Woolworth building in New York. Chain stores mean absentee control. Absentee control is the very antithesis of democracy. Does it not tend to make men under its control servile, with no will of their own Economic subservience rarely permits political or social independence. If I am dependent upon you for my daily bread, you well-nigh own me. I am just a pawn in your hands. Not much independence in that."

With the continuance of chain-store practices all retailing may finally be in the hands of chains, and a goodly portion of the population will then become either serfs or masters, Mr. Celler declared.

"Not even lower prices of which the chains (falsely) boast can compensate for the loss of the independent merchants," Mr. Celler continued, "whose very independence quickened and advanced the religious, commercial and political thoughts of our villages, towns and cities, and thus made the great growth of our country possible.

"We deplore the increasing unequal distribution of wealth in this country. Much of our present-day evils are attributable to that difficulty. On the one hand, we have graineries bursting with grain, and on the other, thousands of our inhabitants are starving. On one hand, we have the increasing number of millionaires and on the other, we have 5,000,000 men out of employment. Concentration of more wealth in chain store owners only aggravates this distressing situation."

At present 38 legislatures, including Congress, are considering anti-chain store legislation. Upwards of 85 hostile bills to chains have been introduced.

"The agitation is sweeping the country like a prairie fire," Congressman Celler continued. "In almost every instance the law, when passed, was declared unconstitutional by the lower courts. Therefore, the decision of the United States Supreme Court declaring the Indiana multiple license tax proper and fair was as welcome as the cool air in the heat of summer. That decision, undoubtedly, was the result of a country-wide public sentiment against the chains. The court must have recognized the danger to the democratic future of the country. Determined to strike a blow at chains, it overrode all legal precedents and rendered a purely 'economic' and not a 'legalistic' decision. Already the displacement of the small independent business man by the huge corporation, with its myriads of employees, its absentee ownership, and its financier control, presents a grave danger to our democracy. The social loss is great, and there is no economic gain."

Retail merchants in New York are banding together to write into law a progressive chain store license tax, Mr. Celler concluded. The principle (not the exact amount of tax) is as follows:

One store will pay a license of, say, $10; two stores will yield a license tax of, say, $40, or $20 per store; five stores will yield a license tax of, say, $250, or $50 per store; 20 stores will yield a license tax of, say, $4,000, or $200 per store; 50 stores will yield a license tax of, say, $25,000, or $500 per store.

"Of course, such a rate of tax, if too high, may be deemed confiscatory and may have to be lower. But such a tax is necessary to place the independent upon a parity with the chains.

"The New York State Independent Retail Merchants' Association was incorporated to bring about such a law. Its ranks already embrace many thousands of grocers, butchers and other small independents."

Libby Tonnage Sales Reflect Aggressive Advertising Campaign—Libby, McNeill & Libby has been able to show a steady gain in tonnage sales during the first seven months of the current year, due in large part to the aggressive advertising campaign carried out by the company during 1931. This sales effect was further augmented by the extremely low prices for the company's products which, as in most food lines, is proving a strong factor in maintaining consumption at normal levels.

With the current low prices aided by the concerted marketing campaign of the company, Libby should be able to maintain its current rate of tonnage sales throughout the balance of its fiscal year, which ended February 28, 1932. High tonnage volume of sales should prove a substantial step towards aiding the company to hold up its net profits despite lower prices for its goods.

"Libby, McNeill & Libby shipped more cases of canned foods during the first seven months of the current year than in the first seven months of any year in the history of our business, Edward D. McDougall, president, stated recently. Because the level of prices of our products is low, however, the dollar volume of our business is down somewhat," he declared.

"The present level of prices is firm, due to the fact that opening prices on most lines have been set and also because of the limited supply of major items available. This firmness is quite the reverse of the weak price trend over the past nine months. As a result of the attractive opening prices which have been set we look for a large consumption of canned foods this year," he continued.

In commenting on the pack of the principal food lines in the industry as a whole, Mr. McDougall said:

"The pea pack is below normal and substantially below 1930, while that of corn in Illinois, where we secure the bulk of our corn requirements, will probably be below normal as there has been some damage to the crop due to drought. It is, however, too early to estimate the pack as it will not be completed for some time.

"The pack of California fruits this year will run below normal, with peaches both below a year ago and the five-year average because of restrictions on the available crop imposed by producer control. Due to the heat, the apricot crop will be the same as last year, but below both 1929 and 1928. The pack of cherries will be only about one-third of the average because of damage by rains.

"The salmon pack will be about normal with red Alaska salmon running at 1,500,000 cases, or about the five-year average. Other grades will run close to the five-year average, but the total pack is likely to run a little below average consumption. The pack of pink salmon is likely to be about enough to take care of consumption."

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HE WAS WORKING LATE

He had gone to his landlord with a serious complaint. "It's about those people in the flat above me," he stormed. "They won't give me a minute's peace. This morning at 2 o'clock they were jumping up and down and banging on the floor as hard as they could. I tell you, sir, I won't put up with such behavior. It's an outrage!"

The landlord looked sympathetic. "They woke you up, I presume."

"No," said the victim, shaking his head, "I hadn't gone to bed."

"Ah, I see! You were working late?"

"Yes, I was practicing on my saxophone."

HAPPY VACUUM

Heck—So you don't care for the talkies.

Peck—No, the thing I liked about the silent films was seeing women open their mouths and not have a word reach my ear.

"You've made a mistake in your paper," said the indignant man, entering the editorial sanctum. "I was one of the competitors at the athletic match yesterday, and you have called me the well-known lightweight champion."

"Well, aren't you? said the editor.

"No, I'm nothing of the kind, and it's confoundedly awkward, because, you see, Im a coal merchant."

Oysterpuff—Did you hear that young Dr. Ritterdose has made his mark already?

Fogg—Why, thats extraordinary!

Oysterpuff—Not so very. You see, he vaccinated a baby.

LOOKING OUT FOR No. 1

"What's the first thing you do when cleaning your rifle?" the sergeant demanded.

"Look at the number,' said the newcomer.

"Oh," barked the sergeant, "and what's the big idea?"

"To make sure I don't clean some one else's"

FAST WORKERS

Head of Business College—In teaching shorthand and typewriting, we are strong for accuracy.

Inquirer—How are you on speed?

Head of Business College—Well, of last year's class, six married their empoyers within six months.

AND NO CRUTCHES

Man (standing on a corner)—Could you give a poor cripple enough for a cup of coffee and a sandwich?

Good Old Lady—Why, my poor fellow, how are you crippled?

Man—Financially.

WHERE TO BUY

—— the Machiney and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADHESIVES, Pastes and Gums.

ADJUSTER, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.

Apple Paring Machines. See Paring Mach.

BEAN SNIPERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BASKETS, Picking
Planters Mfg. Co., Portsmouth, Va.
Swing Bros., Ridgely, Md.

Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

BELTS, Carrier, Rubber, Wire, Etc.
Berlin-Chapman Co., Berlin, Wis.
La Porte Mat and Mfg. Co., La Porte, Ind.

Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.

Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.

Bottle Screw Caps. See Caps.

BOX (Corrugated) SEALING MACHINES.
A. K. Robins & Co., Inc., Baltimore.

Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Westminster Mach. Works, Westminster, Md.

BROKERS.
J. Harry Cain, Baltimore.
Phillips Sales Co., Cambridge, Md.

Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, Etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.

Cabbage Machinery. See Kraut Mchy.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.

Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.

Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Capping Steels, Soldering. See Cannery Sup.

CANS, Tin, All Kinds
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Can Stampers. See Stampers and Markers.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Graviety, Spiral. See Carriers.

CLEANING AND GRADING MACHY., Fruit.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.

Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Souder Mfg. Co., Salem, N. J.

Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Copper Jacketed Kettles. See Kettles, Copper.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN SHAKERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Baltimore.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.

Corn Mixers and Agitators. See Corn Cooker Fillers.

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, Etc.).
U. S. Prt. & Litho. Co., Cincinnati, O.

Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.
Straburger & Siegel, Baltimore.

DECORATED TIN (or Cans, Caps, Etc.).
American Can Co., New York City.
Continental Can Co., New York City.

Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.

Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc
U. S. Printing & Litho. Co., Cincinnati, Ohio.

Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

WHERE TO BUY---*Continued*

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.

Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots See Cannery Supplies.

GENERAL AGENTS for Machinery Mfrs.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Generators, Electric. See Motors.

GLASS-LINED TANKS.

A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.
GUMS, for labels and cases
F. G. Findley Co., Milwaukee, Wis.
Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, Etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.

Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.

A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.

Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Baltimore.

LABELING MACHINES.

Morral Bros., Morral, Ohio.
A. K. Robins & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Westminster Machine Works, Westminster, Md.

LABEL MANUFACTURERS.

R. J. Kittredge & Co., Chicago
Michigan Litho. Co., Grand Rapids, Mich.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.

National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Molasses Filling Machines. See Filling Mach.

OYSTER CANNERS' MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Currog. Paper Products.

PARING MACHINES.

Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.
F. G. Findley Co., Milwaukee, Wis.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.

Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.

PEA CANNERS' MACHINERY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEA VINE FEEDERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.

PEELING KNIVES.

A. K. Robins & Co., Inc., Baltimore.

Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.

A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, Etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.

Hansen Cang. Mach. Corp., Cedarburg, Wis.
Sprague-Sells Corp., Chicago.
A. K. Robins & Co., Baltimore.
Zastrow Mach. Co., Baltimore.

Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.

Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.

Berlin Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.

Ams Machine Co., Max, New York City.
A. K. Robins & Co., Inc., Baltimore.
Slayman & Co., Baltimore.

Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers), See Cany. Sup.

SALT DISTRIBUTING MACHINE.

F. H. Langsenkamp Co., Indianapolis, Ind.

SEALING MACHINES, Box.

A. K. Robins & Co., Inc., Baltimore.

Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottles. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.

Associated Seed Growers, Inc., New Haven, Conn.
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.

Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.

Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill
Slaysman & Co., Baltimore.

SEIVES AND SCREENS.

F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.

Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Sorters, Peas. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).

Berlin-Chapman Co., Berlin, Wis.
Sinclair-Scott Co., Baltimore.

Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.

Ams Machine Co., Max, New Yorfk City.
Chisholm-Ryder Co., Niagara Falls, N. Y.

Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.

STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, Etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.

F. H. Langsenkamp Co., Indianapolis, Ind.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.

Berlin-Chapman Co., Berlin, Wis.
Burton Cook & Co., Rome, N. Y.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.

Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
R. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Tables, Pickling. See Canners' Machinery.

TANKS, Metal.

Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.

Sprague-Sells Corp., Chicago.

TANKS, Wooden.

Sprague-Sells Corp., Chicago.

Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE

American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mach. Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.

A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.

Berlin-Champman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.

Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.

WAREHOUSING AND FINANCING.

Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

Washers, Bottles. See Bottlers' Machinery.

WASHERS, Can and Jar.

Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetables.

Ayars Machine Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
The United Co., Baltimore.

Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply Systems. See Tanks, Wood.

Judge Syrupers

Positive Measure---High Speed---Non-Spill
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Through 75 years of intensive effort we have built up Pedigreed lines of QUALITY Seed, out of which we have developed strains particularly adapted to the exacting demands of CANNERS. Continuous, painstaking breeding is required not only for developing new types but likewise for improving existing varieties. These superior stocks and the experience of an expert personnel are at your service.

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